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International Commerce

September 9, 1963

Food for Peace creating future markets

Business Bulletins *from around the world*

AUSTRALIA—Value of 1962-63 wool exports was $850 million, more than one-third of country's total export earnings of almost $2.4 billion. Quantity of wool exported was less than in 1961-62, but earnings increased by about $16 million. Japan was best wool customer for fourth successive year, with purchases worth almost $249 million. Britain remained second major customer, followed by France, Italy, United States ($51 million), and West Germany.

BELGIUM—National Bank announces discount-rate rise from 3.5 to 4%, first since 1960. Purpose is to adapt discount rate to recent increase of short term rates.

BLEU (Belgium-Luxembourg Economic Union)—Imports from U.S. for January-May 1963 were $180,779,871, 3.88% less than like 1962 period. Total BLEU imports were $1,971,306,221, 4.97% higher than during January-May 1962.

BURUNDI—Agreement reportedly reached with Belgium on extending airport at Usumbura to accommodate jets. Subsequent negotiations to determine financing of extension.

CAMEROON—Garoua 30 kw transmitter—officially inaugurated July 22—represents second station in projected network to cover entire country. Stations of small and medium power planned at Buea, Douala, Bafoussam, and Bertoua.

Telex link joining Douala and Yaounde to Paris officially inaugurated July 8, permitting direct daily communication between Cameroon and international telex network from 7 a.m. to 7 p.m. Within country, system will be in service 24 hours a day.

CEYLON—Agreement with Soviet Union—signed August 12—calls for establishing 70,000-ton flour mill and 20,000-ton grain elevator in Colombo. Soviet Union to supply machinery and equipment, technical experts, and technical assistance for constructing mill and elevator. Of total estimated $3.9 million capital requirement, Soviet Union will finance foreign-exchange costs of about $1.4 million.

FRANCE—U.S. companies establishing subsidiaries in France for distributing their products include: Control Data Corporation of Minneapolis, Minnesota (electronic calculating machines), Denver Chemical Manufacturing Corporation of Stamford, Connecticut (pharmaceutical products), International Minerals & Chemical Corporation of Skokie, Illinois (minerals and chemicals), and Sprout Waldron & Co. of Muncy, Pennsylvania (process machinery).

Mexico to purchase 8 helicopters of unspecified type from French company, Sud-Aviation.

Decree authorizing open-end investment companies in France to be published October. The first of such companies (societes d'investissement a capital variable) will be incorporated in fourth quarter 1963.

GUINEA—Union Aeromaritime de Transport (UAT) and Air Afrique inaugurate new weekly flights providing Conakry with its first jet service to and from Paris. Four airlines now flying jets into Conakry: UAT, Air Afrique, KLM, and Pan American.

IRAN—Net crude-oil production by Consortium of 136.8 million barrels for second quarter 1963 established another new record—a 5.2% increase over first quarter 1963 and 19% over second quarter 1962. Crude exports rose to 103.1 million barrels, 10.7% over first quarter and 25.9% over second quarter 1962. Oil-product exports rose slightly to 25.9 million barrels in second quarter 1963.

JORDAN—New Pepsi-Cola bottling plant begins operations in Jordan. Current production 1,700 cases per day, substantially below demand. Company hopes to expand its facilities in near future.

Municipality of Amman has awarded contract of about $4.3 million to Shaheen Engineering & Contracting Co. for construction of sewerage system in Amman. Specifications were prepared by Swedish firm, Vattel Byggnadsbyran, whose representatives will serve as construction supervisors. Project will encompass about 36 miles of underground pipes in addition to drainage compound at Ein Ghazal where municipality hopes to establish fertilizer manufacturing plant. Total system expected to be completed within 3 years.

NETHERLANDS—Gas definitely found in Sonnega area in Friesland. Quantity is smaller than in new field in Overijssel.

Number of houses completed falling far below rate necessary to meet 1963 goal of 90,000 units, although more housing construction started in first half of 1962 than in first half of 1961.

KLM and Netherlands Antilles Government to establish Antilles airline, pending approval by Netherlands Government as KLM majority shareholder. Commencement of operations anticipated Dec. 1, 1963.

SWITZERLAND—Petrol-refining began recently at Collombey in Valais canton. From mid-August, oil available through pipeline from port of Genoa, Italy, to Collombey.

Machine companies Escher Wyss and Ateliers de Construction Oerlikon, both of Zurich, collaborate with two French companies in completing one of largest central hydroelectric plants on African continent near Luanda, Angola. Plant to produce 1.2 billion kilowatt hours per year.

Meat, poultry, and fish consumed in 1962 totaled 342,984 tons, compared with 323,829 metric tons in 1961; 252,715 metric tons of beef, veal, pork, lamb, horse, and goat meat were produced locally; 46,134 metric tons of meat, mostly pork and top quality beef, were imported. Pork imports rose 500% over 1961. Imports of fresh and frozen beef increased from 16,435 metric tons in 1961 to 20,441 metric tons in 1962 despite heavy domestic overproduction. Low poultry prices stimulated demand for fresh and frozen chicken. Consumption nearly doubled in 1962, and trend likely to continue.

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the cover

A barren mountain in Tunisia was reforested by workers who received part of their pay in food shipped from the U.S. under the Food for Peace program. A condition was that each man spend 3 hours a week learning to read and write. For a complete report on the many purposes served by this program read the article by Director Richard W. Reuter on page 4.

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Conference topics in brief

Eleven subject areas designated for extensive study at White House meeting

Eleven subject areas have been designated for intensive study by 300 participants in the White House Conference on Export Expansion, September 17-18 at the Mayflower Hotel, Acting Secretary of Commerce Franklin D. Roosevelt, Jr., has announced.

President Kennedy will address the Conference at the opening session at 10:00 a.m., Tuesday, September 17.

Delegates invited to the Conference will comprise the membership of eleven working committees which will study the following subjects and related questions:

1. ***Tax policies and export expansion.***
   How are exports affected by U.S. taxes? What, if any, tax incentive measures would have a significant trade expansion potential? What kinds of tax incentive would be consistent with GATT? What are other countries' export tax incentives and are they consistent with GATT?

2. ***Labor's stake in export expansion.***
   Do exports create new employment opportunities? How can labor contribute to an export drive? What effect has the United States wage structure on export expansion?

3. ***Trade promotion activities.***
   How can our present Trade Promotion activity be strengthened? For example:
   a. What improvements are needed in (a) U.S. participation in International Trade Fairs, (b) staging of shows in our Trade Centers, (c) recruitment, briefing and direction of Trade Missions, (d) support of mobile exhibits, (e) other—suggest new techniques?
   b. How can we make more effective such tools as (a) World Trade Directory Reports, (b) Trade Lists, (c) Trade Contact Surveys, (d) Overseas Business Reports, and (e) special industry, commodity and market studies?

4. ***Foreign investment policy.***
   In what specific ways does foreign investment policy affect trade expansion? What changes in investment policy by the U.S. Government, U.S. firms and foreign governments might help to increase exports? How far can U.S. firms go, in their own interest, toward minimizing their capital commitment in foreign ventures while generating a maximum of foreign exchange earnings? Can U.S. firms make greater use of foreign capital markets?

5. ***Financing exports.***
   Is our system of export financing, insurance, and guarantees adequate? What improvements could be made in private financing facilities and governmental programs?

6. ***Export marketing research.***
   What should be the relative roles of government and private industry in providing key data for export market research?
   a. What are the principal private and public sources of such information?
   b. What changes are needed to improve the usefulness of international market research?

7. ***Government representation overseas.***
   How adequate are the business services currently being rendered to American exporting interests by U.S. Government representatives serving abroad? Discussion should focus on both the nature of the services and the manner in which they are performed.

8. ***Small business.***
   How can small business firms best evaluate their opportunities in exporting? Are additional specialized facilities required? What are the principal barriers to greater participation in exports? What are the alternative strategies by which small business can enter foreign markets in order to minimize its risk and maximize its profits from exports and foreign operations?

9. ***Educational and publicity requirements.***
   How can present export expansion educational efforts be improved? Do export workshops, seminars and related programs accomplish the desired results? If not, what is needed? What type of national publicity campaign would be meaningful to the non-exporting manufacturer?

10. ***Trade negotiations.***
    What do we hope to accomplish in the trade agreements negotiations in Geneva next year? How can American business men best present and document their specific objectives?

11. ***Anti-trust aspects of export expansion.***
    How do U.S. antitrust laws affect the export expansion drive? Are there recommendations for policy and other changes? What has been the effect of foreign cartels and monopolies? What are the implications of price differentials in domestic and foreign markets?

Cabinet officers to speak

Other speakers at the opening general session on September 17 will include Secretary Hodges, the conference chairman, who will preside; Secretary of State Dean Rusk; Secretary of Treasury Douglas Dillon; Secretary of Agriculture Orville L. Freeman, and Secretary of Labor W. Willard Wirtz.

Ambassador Christian A. Herter, the President's Special Representative for Trade Negotiations, will be the luncheon speaker, September 17. Secretary Hodges will address the dinner meeting that evening. Senator Warren G. Magnuson, Chairman of the Senate Commerce Committee, will speak at the luncheon meeting, Wednesday, September 18.

Conference arrangements are being coordinated by a Federal interagency committee under the direction of Franklin D. Roosevelt, Jr., Under Secretary of Commerce.

Business speakers

Vice Chairman of the Conference will be Neil C. Hurley, Jr., Chairman, National Export Expansion Council, and Chairman of the Board and President, Thor Power Tool Company; Fred C. Foy, Honorary Chairman, National Export Expansion Council, and Chairman of the Board, Koppers Company, Incorporated, and Thomas J. Watson, Jr., Chairman of the Board, International Business Machines. The Conference will also include the members of the National Export Expansion Council and local chairmen of 39 Regional Export Expansion Councils.

President Kennedy stated in his Balance of Payments Message to Congress on July 18 that he was calling the Conference "to emphasize to American business men that vigorous action to increase their exports would serve their own private interests as well as the national interest."

Plan export drive

Out of the Conference discussions are expected to come recommendations on how business and Government can step up the Nation's export drive.

After the closing general session on Wednesday afternoon, September 18, at which the committee chairmen will report to the general Conference the recommendations of their respective working committees, the committee chairmen will then meet to draft a Conference report. Secretary Hodges, the Conference Vice Chairman and the committee chairmen will hold a press conference, scheduled for five p.m.

All sessions of the Conference, and the press conference, will be held at the Mayflower. The opening and closing plenary sessions will be open to the press, but the working committee meetings will be closed.

Halliburton cited; 2 Minnesota firms to get 'E' awards

First Oklahoma firm recognized; Louis F. Dow Co. of St. Paul, Minneapolis-Honeywell bring total Minnesota winners to 9

The Halliburton Company of Oklahoma, and 2 Minnesota firms, Louis F. Dow Co., St. Paul, and Minneapolis-Honeywell Regulator Company, are latest winners of the President's "E" award for excellence in exporting.

R. R. Emery, Halliburton's vice president for foreign operations and export sales, accepted the award, a blue and gold citation signed in the name of President Kennedy by Secretary of Commerce Luther H. Hodges, at a ceremony August 22 at the firm's headquarters plant in Duncan. Senator James H. Edmonson made the presentation.

The citation notes that Halliburton, merchandising abroad through "skillful use of its technical experts, has successfully introduced its various products and services in all oil- and gas-well producing countries of the Free World."

Producers of drilling and pumping equipment and chemicals used in petroleum production, the Halliburton Company is the first Oklahoma firm to fly the "E" award pennant.

Minnesota winners

The 2 Minnesota firms are scheduled to receive their awards September 10.

John S. Carroll, Chairman of the Minneapolis Regional Export Expansion Council and president of the American Hoist & Derrick Company, will present the awards to officials of the companies at a Minnesota World Trade Association luncheon in the Pick-Nicollet Hotel, Minneapolis.

The Louis F. Dow Company was cited for competing successfully with lower-priced goods from other markets and consistently increasing its share of international business. Stephen Sandor, manager of the International Division, will accept the award. The firm produces and exports calendars, lithographic color separations and photomurals.

The Minneapolis-Honeywell Regulator Company was cited for its spectacular gains in export sales within the past few years. Its export sales have increased consistently and in 1961 were up by 58% over 1960 sales. Charles B. Meach, vice president in charge of the International Division, will accept the award. The firm is a leading manufacturer of automatic controls for air-conditioning, heating and industrial processing, guidance systems, and data handling equipment.

In presenting the "E" award the Government recognizes outstanding achievement in developing sales of U.S. goods and services in overseas markets. These 3 presentations boost the number of firms receiving the President's big "E" to 337 in the incentive program to expand overseas sales of goods and services "Made in U.S.A."

State controls slow rampaging Japanese economic growth rate

'62 rate is 5.7% after 16.1% in '61; growth exceeds expectations

Although 1962 was a period of economic readjustment for Japan, brought about by restrictive Government measures to restrain the excessive economic growth rate, the Japanese Economic Planning Agency (EPA) has reported that the country's gross national product (GNP) increased by 9.1% in nominal terms and 5.7% in real terms over 1961, for a total value of $51.9 billion.

The rate of growth was substantially higher than that estimated earlier but was the lowest since 1958, the previous year of adjustment. In real terms (allowing for price changes) for example, the growth rate was 16.1% in 1961, 13% in 1960, and 18.3% in 1959. Unofficial predictions for expected economic expansion in 1963 range from 7 to 10%.

Japan's national income last year increased by 12.7% to $42.9 billion in nominal terms, while per-capita income rose 11.6% to $452, about the same level as that of Italy in 1959.

Most of the 9.1% growth in GNP is attributed to sharply increased personal consumption expenditures, Government spending, exports, and other receipts from abroad. Salaries and wages increased nearly 18% while personal consumption expenditures rose over 16%.

Contrary to 1958 when consumer prices actually declined, there was a marked rise in consumer prices during 1962 which offset much of the increase in personal income. The proportion of wages and salary income to total personal income rose to a record high of over 60%. This ratio compares with 71% in the U.S., 72% in the United Kingdom, 57% in West Germany, and 55% in France.

Private investment in plant and equipment, a major contributor to the high growth rate in recent years, did not play its usual role in 1962, but declined by 2% due to the Government's tight money policy and reduced economic activity. This decline contrasts sharply with increases of 39% in such investments in 1961, 45% in 1960, and 21% in 1959.

Corporate income showed only a negligible increase while inventory investment, which had increased by nearly 114% in 1961, fell by 66% in 1962, dramatically reflecting the effects of the Government's retrenchment policy.

Ten-week trade course starting at Easton, Pa.

World trade will be examined from many angles at the Lehigh Valley (Pa.) Trade Association's Second Foreign Trade Seminar, a 10-week series beginning September 11.

Weekly sessions—Wednesday evenings at the Easton Area High School, off Route 22—will cover insurance (Sept. 11), packing (Sept. 18), air shipping (Sept. 25), ocean shipping (Oct. 2), truck shipping (Oct. 9), letters of credit (Oct. 16), export distribution (Oct. 23), consular documentation (Oct. 30), and the Department of Commerce and Foreign Trade (Nov. 6)—discussed by Patrick P. McCabe of the Philadelphia field office. The concluding session (Nov. 13) will be a panel discussion with questions and answers by participants and lecturers.

Sponsoring the comprehensive course are the Lehigh Valley Trade Association, Temple University's distributive education department, and the vocational education division of the Department of Public Instruction, Harrisburg.

U.S. COAL TO ITALY

The U.S. supplied almost 60% of Italy's coal import in the first 5 months of 1963. The Italian Ministry of Industry reported total imports of coal at 4,925,000 metric tons, up 6% from January-May of the preceding year.

World food marketing

Rather than competing, Food for Peace creates new markets

By RICHARD W. REUTER
Special Assistant to the President
Director, Food for Peace

Our manufacturing and distribution mechanism has provided an unprecedented opportunity for the people of the United States to receive the kinds of foods they want in the way they want to receive them.

Yet I think it is important for us to recognize that while the American family spends less than one-fifth of its income for food, there are countries, such as India, in which better than three-fifths of the family income is spent on food—and the average expenditure there for food per person per day is 10 cents, as compared to $1.07 in the U.S.

Other countries need the kinds of skills that have delivered to our citizen the best food supply that has ever been provided. It can't be done from the outside. It has to be done by the people themselves, with assistance from the more developed economies.

As of now we have not yet found a fully satisfactory technique or machinery to provide this technical assistance in the food manufacturing and distribution field. I would like to suggest that the atmosphere has never been better in government for this kind of real partnership between the public and private sectors.

Food for Peace

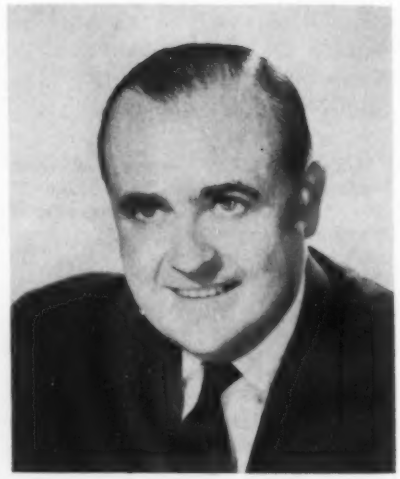
In the last calendar year we exported under the Food for Peace program some $2.2 billion of American agricultural production. I think it is essential that those in the food industry, who have such a vital stake in this, start to give more attention to the program.

We have actually moved, since 1954, over 100 million tons of food, worth better than $11 billion at world market prices. This is the equivalent of about three 10,000-ton cargo ships a day, every day of the year, since this program began—Saturdays, Sundays and holidays included.

PL 480 and Commercial trade

I would particularly like to emphasize the relationship of Food for Peace to the normal agricultural exports of the United States. In the past there was considerable concern about Public Law 480. It was felt that this government program might interfere with normal marketing. This has not been our experience with PL 480.

If this were so, we would not only be working contrary to the law, but we would be working contrary to the best interests of the United States. We have been doing some research on what actually has been happening, and we are continuing to study this carefully. I think it is of particular interest to recognize that our normal commercial dollar exports of agricultural commodities are at the present time at an all-time high. We moved in the last calendar year some $5.1 billion worth of agricultural prod-



the author

Mr. Reuter was appointed to his present post a year ago and is responsible for the supervision of the U.S. food assistance programs around the world. Today more than 100 million people daily are said to get some form of supplementary food ration as a result of this program. Prior to his present assignment he served as Executive Director of CARE and prior to that held administrative posts in the publishing and retailing fields.

BUILD NEW SCHOOL: Farmers and soldiers work together to construct a new school building in Bolivia. Their pay is American food shipped as part of the Food for Peace program. 100 schools are being built.

ucts. One-third of this was shipped under the government-subsidized Food For Peace programs. Two-thirds went out under normal trade.

In the immediate post-war period we actually were shipping more under government programs than we were under the private trade pattern. Then, the huge jump in private trade around 1950 reflected the currency revaluation in Germany and the industrial re-establishment of Europe while agricultural production was still not fully re-established. For those next two or three years we find that Europe moved heavily into the U.S. market for the purchase of foods. I think one of the least recognized facts—because of the publicity about our concern with recent Common Market trends toward protectionism—is that the European countries still are our largest purchasers of agricultural commodities. They are buying more than ever before and more than any other part of the world today. This appears to be in the cards at least for the immediate future. And it is reasonable. You can't sell to the fellow with no money no matter how badly he needs your goods. The aid program to Europe is a great continuing success story.

Program promotes trade

I think it is significant, too, to point out that Japan—which only a few years ago started school lunch programs with United States milk and wheat on a gift basis, and with wheat, milk and corn products sold under a Title I program for local currency—is today the country that is the largest single purchaser of American agricultural goods. And they are buying them today for dollars.

The school lunch program, which we started there as a donation program, has been continued by the Japanese with commodities purchased from the United States, Australia and New Zealand. This spring, Japan bought at concessional prices the largest single purchase of milk from CCC stocks in history. This was for dollars, but at a concessional price, to extend the school lunch program to additional children in Japan. As a result of the improved diet, the Japanese child today is some three inches taller than his grandparents were.

This has been one of the dramatic examples of the ability to change a dietary pattern. The Japanese today are eating wheat in a manner that was not known in the pre-war period. They are now a bread-eating people, where formally they used wheat primarily in noodle form. The programs that were part of our humanitarian expression in

Record PL 480 market development program

On August 21, President Kennedy sent to the Congress the 18th Semiannual Report on PL 480 (FOOD FOR PEACE) activities. The report showed that $1.5 billion of America's farm commodities were shipped overseas during fiscal year 1963 under the FOOD FOR PEACE program.

The President's Special Assistant for FOOD FOR PEACE reported to the President that "PL 480 programs have contributed substantially to expanding overseas markets for U.S. agricultural produce." During the past fiscal year, a record $13 million in foreign currencies was approved for market development activities. "Such programs," Reuter told the President, "must be credited with some of the success for maintaining the fiscal year total agricultural exports at a level approximately equal to last year's all-time high of $5.1 billion."

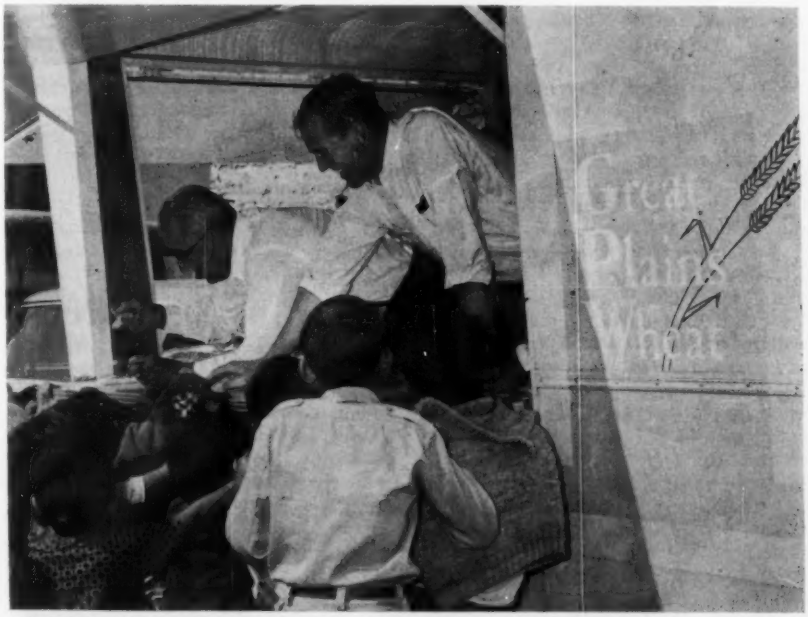
Other highlights of the recent FOOD FOR PEACE report:

—"Child-feeding programs have produced significant results in world education." In Bolivia and Peru, for example, it is estimated that school attendance has nearly doubled since school lunch programs were inaugurated. Today, with a 13 per cent increase in school-feeding programs in the past six months, 40 million children throughout the world receive daily at school food donated by the people of the United States.

—American surplus food supplies have provided an incentive for self-help community development projects around the world. Food for wages programs are now underway in 19 countries, giving employment to an estimated 585,000 workers.

—"The FOOD FOR PEACE program is paying off in dividends to the U.S. economy." Sales agreements negotiated under PL 480 during the past fiscal year have generated foreign currencies to pay more than $211 million worth of U.S. bills overseas. "The use of food to pay America's overseas expenses has helped reduce the U.S. balance of payments deficit."

In addition to donating supplemental food to a record total of 100 million undernourished people, Reuter said, "FOOD FOR PEACE is also providing significant stimulus to the economic development of many nations. FOOD FOR PEACE continues to be an increasingly important tool of American foreign policy."



PERUVIANS TASTE U.S. WHEAT: James Patton, head of the Free from Hunger Foundation, and Harlan S. Parkinson, Director of the Great Plains Wheat Association, give children in the slum area of Lima wheat shipped to South America as part of the Food for Peace program discussed on this page by its director.

U.S. SOYBEANS ON DISPLAY: Nigerians learn about soybeans at a Department of Commerce sponsored Trade Fair held in Lagos last year. U.S. participation in these events is financed in part by local currencies generated by the sale of U.S. surplus food in the continuing Food for Peace action program.

the post-war period have developed into significant trade patterns.

No export interference

And we have found that Public Law 480 has not interfered with exports of our friendly allies. The Canadians, the Dutch, the Danes, the Australians, the Argentinians are kept fully informed about the programs. They recognize that this kind of a program, which has done so much to create markets for the United States, has also done a great deal to create markets for them.

It is important that we recognize the normal trade patterns, and that we don't destroy either our normal export or a friendly country's export. If we accept that the world has a static rate of consumption, then anything that is moved out under PL 480 would interfere. But if we recognize that we are making progress in the development process, that more people are moving into the market place, that we do have a population explosion which is creating more mouths to feed—then we have a situation in which we can maintain and even increase normal marketings and at the same time help speed the rate of growth through these government related programs of food distribution.

Through Food for Peace, we have been able to provide a very significant addition to the development process. More than $4 billion in food-generated local currencies has been made available for economic development loans. This kind of a program not only saves the outflow of dollars under an aid program, but provides the base which strengthens an economy toward the point where people can start to move toward self-sufficiency and more normal trade. The difficulty in the world, it seems to me, is not that we have too much agricultural product, but that we have too many hungry people without money to buy the food.

Frontiers of food marketing

I have recently talked with some of the people in the milk industry, and I would like to suggest to you the kind of a problem that we face, and why I ask, "Are we doing the long-term job?"

We are moving millions of pounds of skim milk, yet skim milk is not a nutritionally complete food product because it doesn't have the fat content. UNICEF nutritionists in their child-feeding programs have long been concerned about this.

One solution for this is now under experimentation. We have just moved into northeast Brazil a machine which is like a giant Waring blender to put back the butter fat taken out of the dry milk. The early models cost about $500. The machine provides a reconstituted homogenized milk that is almost indistinguishable from the original product.

Ingenious as this technique is, I think there is some short sightedness if we don't find a way to provide milk in a form that is most useful, reasonably inexpensive and in a form which is in the long-term interest of the United States.

When we sell under Title I, many of the countries buy evaporated milk. I am not making a pitch for evaporated milk as such, but I think that is interesting that it is a whole milk which is purchased when they are buying the product. This is the product available in the local equivlent of "the corner store." And yet, for reasons largely of cost, we distribute powder skim—and we have butter coming out of our warehouses now to the point where we don't have a place to store it.

Plan foreign sales goals

We have thrown this challenge to the industry. It seems to me that the milk industry ought to work out what are its long-term goals in foreign sales. How can we work together to see that all of this dairy product we are moving overseas is contributing to a long-term development process? This question could be applied to almost every one of the commodities shipped under our Food for Peace program. The market development people in Foreign Agriculture Service of the Department of Agriculture are delighted to work with industry groups on these problems and are prepared to provide all the assistance they can in developing markets for U.S. agricultural products.

I would like to suggest that we also need a three- or four-man task force to work on distribution and warehousing and handling of foods under our Alianza para Los Ninos—the child feeding program in Latin America. Something could be done in this area immediately in Ecuador, the Dominican Republic and El Salvador.

It is probably a six to eight-week job to do the kind of a survey aimed at stepping up the type of distribution and warehousing that will cut down the losses in getting the food from the dock to the child who needs it.

Recently, a volunteer group of school lunch "technicians" from the School Food Service Association went to El Salvador to help set up a new school lunch program there. The result of their work was most useful.

Another suggestion is for provision, under a longer term basis, of technical skills needed for economic development. In Chile there is currently a program involving canning production—attempting

to find out where plants should be placed and what kind of distribution would follow. The Chilean situation seems to have been taken care of by the California-Chile project. But at the present time the Agency for International Development has requests for such specialized skills in Colombia and Panama.

Looking toward the future, might we develop some new approaches. Effective programming in the final analysis depends on having effective people. I would like to see the food industry make available to the Food for Peace program leadership people on a one-year basis, provided as part of a company training program for the young executive who has some real future within the company. A year "internship" in government, if we could work this out, might have a long-term value for the man, the company and the country.

These are but a few examples of what might be suggested as partnership programs for the exploration and expansion of new uses for America's agricultural abundance. The Food for Peace program offers a solid base for overseas market development programs: Food for Peace not only offers food for the hungry to enable them to become active producers and consumers; Food for Peace provides the capital for the economic development of a society; and, most important of all in this instance, Food for Peace furnishes the financing for the U.S. share of cooperative market development programs.

I urge the food industry to join us in a partnership to use the rich resources of our agricultural abundance to develop the long-term trade relationships of the United States.

(Ed. note: this article is based on a speech given by Mr. Reuter at the mid-year meeting of the Grocery Manufacturers Association at White Sulphur Springs, West Virginia. It is believed that his comments will be of interest to all businessmen concerned with international markets.)

NEW ALPS TUNNEL

Plans are being finalized for a vehicular tunnel connecting the Grisons in Switzerland with the Po Valley. The 1.7 mile tunnel would start in Switzerland at Val Boggiasca (elevation 4,500 feet) and go on through the Torresella Alps. The access road is virtually completed on the Swiss side, while much construction work would be needed on the Italian entrance. Experts assert that the cost of the tunnel would be relatively small.

Complainant speaks up to tell other side

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

CHICAGO—Sometimes in writing these vignettes, we wind up with a vendetta. This week the first complainant in line was Jack Gomperts, a Pacific Coast food exporter for forty years, who takes strong objection to our lament over failure of U.S. international traders to use their country's merchant marine.

Here, then, are a few program notes on the other side of a coin from a crusty, knowledgeable old hand with a firecracker vocabulary, who believes the United States should have a top merchant marine, but doesn't like all he sees.

Gomperts, as president of Calagrex, Inc., ships canned goods, prunes, raisins, chickens ("if you will pardon the reference," he grins) as well as fresh and frozen foods, largely to Scandinavian countries.

"We act, too, as a purchasing office for the Swedish, Norwegian and Danish cooperative consumer organizations," he told us. "We introduce new products to these markets. Avocados are now popular."

Gomperts talks scrappy and chirpishly brazen. "Our kind of cargo takes the best ships. We need speed, refrigeration and modern equipment. But there is one other factor in what ship we can use. She has to be on hand when we want her. We look at schedules, and too often no U.S. vessels are here.

"Look at a schedule of sailings from San Francisco through Panama to Rotterdam for the next 70 days. Usually, they will stop at Antwerp and Hamburg. Some have been to the United Kingdom; some continue to Scandinavia. Between them they carry the bulk of our food cargos from the West Coast to Western Europe.

"You will see no less than 33 sailings, or an average of about one every two days. Of the 33 exactly 2 are American flag ships. There are 8 German, 7 Norwegian, 6 British, 4 Swedish, 3 French, 2 Dutch and 1 Finnish.

"Your complaint that 'American flag ships carry less than 10% of the goods this country sells abroad' is meaningless without more details.

"Trade is a two-way street. If instead of shipping at all times on vessels that give the best service at the time the goods move, each country would insist that her exports sail on her own ships, each ship would go home in ballast and ultimately our freight rates would necessarily double.

"It is probably less expensive to raise and pick a carrot in France than here, but we sell carrots. We sell only for dollars. There is no subsidy. Last year we increased volume of California food items to Scandinavia by two million dollars.

"The U.S. merchant marine goes too quickly to Washington instead of to shipyards and seaports. Exporters from the United States require service. That means vessels, their frequency of sailings, quality of seamen and the excellence of ships. Foreign lines have increased wages, too.

"I am dedicated to export expansion, but we must appraise our success and failures."

300 foreign visitors from 45 countries expected at annual industrial show slated for Cleveland January 27-30

15th year of plant engineering and maintenance show will be marked by return to where it began in 1950; more than 400 firms will participate in one of the largest engineering events for 1964

An estimated 300 foreign executives and engineers from 45 countries are expected to visit Cleveland January 27 through 30 for the 15th Annual National Plant Engineering and Maintenance Show.

The exposition, and the annual conference which is held concurrently, will take place at the Public Auditorium. More than 400 companies will participate.

Considered one of the largest engineering events of the year, about 2,500 engineers and executives attend the conference each year and about 20,000 attend the show.

The show had its start in Cleveland in 1950 with about 100 exhibitors occupying only a small portion of 1 exhibit area. It is now one of the largest annual industrial expositions in the country. All the exhibit areas, including the arena floor, the exhibit hall, the north exhibit hall, the arcade and the upper and lower Lakeside areas will be occupied.

The show was produced in Cleveland again in 1951, 1953, 1957 and 1959. Chicago played host to the show for 5 years, and Philadelphia for 4.

Executive development

The Executive Development Seminars, started in 1963, will be held at the Hotel Sheraton-Cleveland Jan. 24, 25 and 26. There will be two such seminars, with presentations which summarize the fundamentals of a specific problem, and each limited to enrollments of 50 persons. Both experienced and inexperienced engineers may participate and there is no limit on the number from each company.

The Executive Study Groups, now in their 11th year, will be conducted Jan. 30 and 31 at the Sheraton-Cleveland. There will be 8 such groups, each limited to 20 senior executives and only 1 from any company, to study in depth a specified problem.

Further information about international trade fairs is available, unless otherwise indicated, from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Visitors who wish to receive rapid registration cards for the show, or hotel, conference, executive study group, or seminar information, should write to Clapp and Poliak, Inc., 341 Madison Avenue, New York, N.Y. Companies who wish to exhibit should also write to Clapp and Poliak.

U.S. to display varied machines at fair in Berlin

U.S. exhibition to stress Free World interdependence

An electronic machine that counts blood cells, another that translates data into graphics 10 times faster than a man could, and one that forms metal parts without mechanical contact will be featured in the U.S. Exhibition at the 14th German Industries Exhibition in West Berlin, Oct. 12-27.

Theme of the U.S. pavilion is "Partners for Progress." It will stress the interdependence of Free World nations in their relationships with the developing countries and will point out that sophisticated automated equipment can provide an immediate solution to the problem of supplying man's ever-increasing needs. It will also show how automation can help West Germany cope with its shortage of skilled labor.

JUST THE TYPE: Several Berliners are attracted to the electric typewriters demonstrated by International Business Machines (IBM) at the 1962 German Industries Fair. The IBM display was part of the U.S. exhibition on automation, viewed by over 450,000 persons. Total sales anticipated reached over $2.5 million. The U.S. plans to stage its 9th exhibit at this year's fair, scheduled for Oct. 12-27.

German buyers inspect U.S. goods

The House and Gardenware Show held at the U.S. Trade Center in Frankfurt August 21 to September 6 drew buyers from all over West Germany. Outdoor barbecue equipment is becoming popular and if the present pace continues, will create a demand for new imports.

Belgian foreign trade in photo products continues to rise, latest data reveals

U.S. is leading market, taking 27.3 percent of total exports; second to West Germany as supplier of imports; X-ray film up

Official Belgian customs statistics show a continued rise in that country's exports and imports of photographic products during 1962.

According to official figures compiled by the Scientific, Photographic and Business Equipment Division, BDSA, U.S. Department of Commerce, Belgium's exports increased by 15.2% while imports rose 19.2% for the year.

Other statistical data concerning Belgium's foreign trade in photo products during 1961-62 follow:

Foreign shipments of photographic products in 1962 were valued at $68,394,160 compared with $59,352,400 for 1961 and $47,818,640 for 1960. Imports during these same periods were $11,276,320; $9,462,280; and $7,760,400 respectively.

U.S. best customer

Based on what details are available for exports, by countries of destination, the U.S. is Belgium's leading export market, taking 27.3% of its total exports of photographic products in 1962. West Germany was next with 16%, followed by the United Kingdom with 9%. France, the Netherlands, Italy and Sweden were other important markets.

West Germany was the principal supplier of imports, 35.3%, followed by the U.S. with 17.5%; France, 14.5%; and the Netherlands, 5.2%. Other suppliers were Switzerland, Japan, Italy and the United Kingdom.

X-ray film

Exports of X-ray film, in sheets and rolls, were valued at $18,544,700 in 1962, an increase of 10.7% over 1961. The U.S. continues to be Belgium's number one market with shipments valued at $5,169,060 in 1962, an increase of 21.5% over 1961. West Germany follows with $3,124,400, but this was only slightly higher than the 1961 trade of $3,076,720. The United Kingdom, the Netherlands, Sweden and the Republic of South Africa were other important markets.

Sensitized, unexposed motion picture film exports totaled $13,468,960 in 1962, a gain of 11.3% when compared with 1961. There was a slight increase in color exports, as black and white film constituted only 77.3% in 1962 while in 1961 it was 81.3%. Exports to the U.S. were valued at $3,409,480; West Germany, $1,843,960; the United Kingdom, $1,362,040; and France, $1,248,080.

Photo film

There was a small increase in the exports of sensitized, unexposed photographic film from $7,010,440 in 1961 to $7,467,120 in 1962. The U.S. was also the leading market for this item, with purchases totaling $2,186,100, slightly higher than the 1961 total of $2,107,320. The other important markets were West Germany, Italy and France.

Sensitized photographic paper exports increased substantially from $15,253,300 in 1961 to $18,613,540 in 1962, or 22%. The U.S. was again the leading market with $5,912,500, followed by West Germany with $2,876,960 and the United Kingdom with $2,554,740, all increases of 21.2%, 51.9% and 26.3%, over 1961.

Still cameras

Still cameras continue to be the leading import item, valued at $1,587,160, compared with $1,451,800 in 1961. West Germany shipments were valued at $858,480, an increase of 7.6% over 1961. Japan increased its trade from $365,800 in 1961 to $435,800 for 1962.

There was a very substantial increase in the imports of sensitized photographic paper from $767,620 in 1961 to $1,456,360 in 1962. France was the big supplier, $987,220, more than 67% of the total. West Germany followed with $288,000 and the U.S., $168,500.

Detailed statistics on Belgium's exports and imports of photographic products during 1961 and 1962 are available from the Scientific, Photographic and Business Equipment Division, BDSA, U.S. Department of Commerce, Washington, D.C., 20230.

Japan's electronic sales to U.S. rose 32% during 1962

Both countries' total electronic exports up 22% during year

Exports of electronic products from Japan to the U.S. totaled $159 million in 1962, a 32% increase over the 1961 total of $120 million.

The Commerce Department's Business and Defense Services Administration (BDSA) reported that sales to the U.S. accounted for over half of the total Japanese electronics exports in 1962.

Japan's total electronic products exports increased from $248 million in 1961 to $303 million in 1962, up 22%. U.S. exports of electronic products to all countries also registered a 22% gain—from $613 million in 1961 to $747 million in 1962.

TV equipment

Japanese exports of television broadcast receivers and chassis to the U.S. totaled $9.2 million, more than 5 times the 1961 level of the previous year. Exports of transistor radios (3 or more transistors) continued to show the largest dollar increase, accounting for 45% of total electronics exports to the U.S. Exports of tube-type and other radios declined appreciably.

Significant increases were registered in exports of radio-phonographs, sound recorders and reproducers, amplifiers, capacitors, receiving tubes, and electron tube parts.

A total of 162,000 "Citizens' Band" transceivers valued at $3.1 million was exported to the U.S. in 1962. It is reported that many small transistor radio manufacturers have switched to the production of "Citizens Band" transceivers—primarily for export to the U.S.

MOVING DAY

Norwegian America Line Agency, Inc., New York, has moved from Pier 42 to Pier 45, North River, at the foot of West 10th Street. The new pier offers more space and better facilities, according to the Agency.

U. S. Government Actions

BDSA publishes 1st survey pinpointing overseas markets

Booklet describes Austrian market for vending machines; others o.k.'d

The first in a series of export potential studies designed to pinpoint foreign markets for U.S. goods has been published by the Commerce Department's Business and Defense Services Administration.

Entitled "The Market for Automatic Vending Machines in Austria," the booklet is optimistic about American prospects in an expanding Austrian economy that produces only 5% of its vending machine needs.

Work is underway on booklets dealing with the markets for costume jewelry in West Germany; icemaking machines in France; vending machines in the United Kingdom; softwood plywood in the Netherlands; personal leathergoods in Belgium; icemaking machines in the EEC, except France; thin tin plate in Venezuela; semiconductors in West Germany and Italy; compressed gas cylinders in Chile, Ecuador and Peru; toys, dolls and games in France; small fiberglass and aluminum boats in France and Italy; fibrous glass in Venezuela; photographic products in France and the U.K.; residential central heating equipment in France, Italy and the U.K.; costume jewelry in France and the U.K.; planers in the EEC; lathes in the EEC; boring machines in the EEC; industrial measuring and controlling instruments in Japan; and plumbing equipment in the EEC.

Studies have also been approved on the markets for toys, dolls and games in the U.K.; canned vegetables in the U.K.; toys, dolls and games in Italy; costume jewelry in Japan; milling machines in the EEC; grinding machines in EEC; presses in the EEC; punches in the EEC; gas turbines in Colombia and Venezuela; and industrial measuring and controlling instruments in Italy and the Netherlands.

As they are published, copies of these studies will be available for 25 cents apiece from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402.

Eureka!—fewer digits

The Tariff Schedules of the U.S. Annotated (TSUSA) manual which went into effect September 1, 1963, replaced the old 8-digit USIDA reporting system with a 7-digit classification for use in requesting U.S. Import Certificates. Although the 7-digit system should now be employed, the Office of Export Control will still authenticate certificates using the old system up until September 30. Field Offices which are authorized to authenticate Import Certificates have been instructed that applications using the old USIDA numbers cannot be approved after that date. For further information contact the nearest Department of Commerce Field Office.

ANOTHER LINK FINISHED

The Rome-Magliano Sabina section of the Florence-Rome turnpike will be opened to commercial traffic this month. The 4-lane, divided-traffic superhighway will be part of the Superhighway of the Sun, which is designed to connect Milan and Naples. The Superhighway is already in operation between Milan and Florence as well as between Rome and Naples.

New Checklist available

Free copies of the Department of Commerce's semi-annual checklist of Government publications designed to aid the international trader are available from the Publications Division, BIC, U.S. Dept. of Commerce, Washington, D.C., 20230. The Checklist's chief feature is a listing of the Overseas Business Reports published to date and those issues of the discontinued World Trade Information Service Series which have not been superseded or otherwise gone out of date. It also lists foreign trade-related publications of the Export-Import Bank, Small Business Administration, U.S. Chamber of Commerce, as well as all other trade-oriented books and pamphlets published by the Department of Commerce.

AID approves 10th investment survey in Far East area

Van Camp fishery study is 5th to take place in Thailand

The tenth investment survey in the Far East and the fifth in Thailand alone since the program was instituted almost 2 years ago has been authorized by the Agency for International Development.

The survey seeks to determine the feasibility of setting up an integrated fishery plant in Thailand. The Van Camp Sea Food Company of Long Beach, California, a division of Ralston Purina Company, is conducting the study with a fisheries scientist and 2 executives from the firm. If the company decides against the establishment of the fishery, AID will then assume half the estimated $16,000 cost of the study. Otherwise, the firm will pay all expenses.

Earlier this year the Van Camp Company embarked on an investment survey in India. Results of the study, which looked into the possibility of establishing a fishery industry in that country, have not yet been announced. The firm presently has operations in Africa and South America as well as in the U.S. Its sales have been running at about $73 million a year.

The 9 other investment surveys already approved for the Far East include: rapid transit and supermarkets in the Philippines, harbor development in Korea, fruit processing in North Borneo, pulp-and-paper, furniture, and wire-and-cable manufacturing in Thailand, drilling-bit manufacturing in Korea and/or Taiwan, and the establishment of a plastics factory in the Philippines, Thailand, or Taiwan.

ALGERIAN REFINERY

A large oil refinery will be built in Algeria by Societe Algerienne de Raffinage, a 50-50 venture of the Algerian Government and E.N.I., the Italian National Hydrocarbon Agency. The refinery will have an initial capacity of 1.25 million metric tons, and this might be raised to 2 million tons at a later date.

Raw materials, spare parts in big quantities hold key to Indonesia's growth drive

U.S., Japan, West Germany prominent among countries named as preferential sources of much-needed imports

Large amounts of raw materials and spare parts for existing industries are required under Indonesia's recently announced stabilization program, through which the Government hopes to establish a firm basis for economic growth. The Government has entered into a stand-by arrangement with the International Monetary Fund under which it will draw $50 million in Fund currencies next year, and is negotiating with various foreign governments for additional credits. Its procurement plans will depend largely on the amounts and types of credits which are made available.

Preference

A recent report from Djakarta points to preferred sources of procurement for a number of commodities provided the Government has sufficient funds at its disposal to allow flexibility in choosing suppliers. The following listing is based on price, quality, and suitability of purchases made in the last few months.

United States: raw cotton; caustic soda, DDT, and freon; hot rolled steel sheets, galvanized and electro-galvanized sheets and tinplate; copper and brass rods, plates, wires, and tubes; aluminum flat plates and sheets; billets and bars; non-insulated and galvanized wire; nails; pig iron; hot rolled carbon steel bars; iron and steel strip; angles and structurals; rails; coking coal; carborundum powder and graphite powder.

Australia: stearic acid; soft lead ingots.

Belgium: mengments "HZ" fertilizer, liquified anhydrous ammonia.

France: vulcafor rubber accelerator, amylacetate.

Italy: sulphate of potash magnesia fertilizer.

Japan: all textiles and textile materials except cotton thread; chemicals; ammonium and fused magnesium phosphate fertilizers; paraffin and microwaxes; all papers and cardboard except writing paper; plain galvanized iron sheets; portland cement; graphite powder and activated clay.

Norway: writing paper.

United Kingdom: aluminum sheets; cotton thread.

West Germany: chemicals; ammonium sulphate and sodium nitrate fertilizers; cable oil; vaseline white; china clay and bentonite; indigo and carbon black; mild steel black sheets and ship plates; nonferrous metals except aluminum sheets and soft lead ingots; welded steel pipes; wire; nails, nailwire and strapping; pig iron, iron and steel bars and structurals; packing powder and hard rubber.

Spain shakes up edible oils market

Orders designed materially to change the structure of Spain's edible oil market were published July 27. The most important changes are:

The export duty of 6 pesetas (10¢) per liter on olive oil in containers of more than 20 liters, is abolished.

Olive oil will be sold in containers or in bulk with no price limitation.

All seed oils must be sold in containers. Blending of seed oils with olive oil is prohibited.

Soya bean oil has a price ceiling of 20 pesetas (33.3¢) per liter plus the cost of the container. There are no price controls on other seed oils.

Compulsory delivery

There is to be a compulsory delivery of olive oil to the National Supply Commission in the ratio of one liter delivered to every one exported.

The National Olive Syndicate is being encouraged to market locally the oil delivered to the Supply Commission.

Regulations for the implementation of these orders are expected soon.

Soya bean oil, sold unadulterated and with a price ceiling, should find wider acceptance, assuming the product is improved in quality. Seed oils should gain most by the non-blending regulation.

Barbados hikes duties on 26 items, removes others

Barbados recently raised 26 items on its tariff list. Some carry duties ranging from 20 to 25% from preferential and 35% from non-preferential sources. These items are either luxury goods (jewels, watches, etc.) or are in competition with locally produced articles such as traveling bags.

Duties have been removed on certain materials and machinery used in development projects, or levied at 10% if from non-preferential sources. Among the 13 items listed in this connection are milking machinery, dairy equipment, textile machinery, and air-conditioning equipment.

Three Mitsubishi-group machinery firms merging

The President of Japan's Shin Mitsubishi Heavy Industries, Ltd., has announced an agreement to merge the three Mitsubishi-group heavy machinery firms into a single company.

The new organization will be called Mitsubishi Heavy Industries, reviving the name of a firm broken up in 1950 by SCAP (the Allied Powers occupation authority).

This will be the largest post-war merger in Japan, and Mitsubishi Heavy Industries will be the country's second largest company, surpassed only by Hitachi, Ltd. The capital will amount to roughly $210 million and annual sales are expected to approximate $750 million.

ITALIAN AUTO SALES

Italy's domestic sales of new motor vehicles increased by 25% during the first 4 months of 1963.

Automotive imports rose from 46,524 vehicles (1st half of 1962) to 99,841 in the first half of 1963, including 92,652 cars.

South Korea's clamp-down on imports grows more severe as export-import link system is applied sweepingly

Allocations of Government's own foreign exchange for imports by registered traders held to value of traders' export records

A tightening of South Korea's export-import link system has been announced by the Ministry of Commerce and Industry (MCI) in the wake of its action making all imports financed with the Government's own foreign exchange ("KFX") subject to a specific licensing system (INTERNATIONAL COMMERCE, August 12, p. 16).

All KFX-financed imports are now subject to the link system, which limits allocations of KFX for imports by registered traders to the value of the traders' export records. Previously, some commodities were exempt from the link requirements.

Restrictions

More significantly, the new rules provide that only up to 50% of export proceeds may be utilized by traders for imports on an L/C (letter-of-credit) or D/P (documents-against-payment) basis, and such transactions must be concluded in the month following the month in which the export payments are received. Any portion of this first 50% not utilized within the time period, plus the second 50% of the credited export proceeds, can only be used for imports for which payment is deferred for 5 or more months (referred to in the regulations as D/A or documents-against-acceptance imports). The operation of this provision, effective July 31, would thus defer payment until 1964.

At the same time, South Korea has instituted more stringent requirements governing barter trade. Exports involved in such transactions are to be limited to commodities shipped abroad for the first time, and even then are to be restricted to those exports the value of which does not exceed $500,000.

Declining reserves

The series of restrictive actions reflects growing concern over the continued decline of foreign-exchange reserves. Although $106.5 million of KFX (recently revised to $111.5 million) had been allocated for commercial trade for all of this year, $85 million had been used during the first 6 months of 1963. Despite the fact that exports so far have been running considerably higher than 1962 levels, the country's foreign-exchange holdings have been progressively declining, from $165.6 million at the end of 1962 to $102.8 million in mid-August. This has been partly due to continued high import purchases, as well as to a drop in earnings from sales of goods and services to the United States/United Nations armed forces and from personal expenditures by foreign military personnel.

Since the United States normally supplies about one-fifth of Korea's KFX imports, the Government's restrictive moves will obviously have some adverse effect on American sales. The bulk of U.S. exports to the Republic of Korea, however, are financed with U.S. aid funds, which will continue to be available and are not directly affected by the recent Korean Government actions.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230, or as indicated in individual stories.

RESERVE REQUIREMENT UPPED

The required reserve against peso savings and time deposit liabilities of Philippine commercial banks was raised from 5% to 6%, from August 5, 1963.

Singapore expands 'pioneer-status' industries list

Extension of tax exemption to new items proposed by regime

Singapore's list of industries and products entitled to tax exemption under the Pioneer Status Program has been supplemented by a listing of additional industries and products proposed for coverage under the tax exemption program. The business community is given several days to review and object to pioneer-status coverage of industries and products in the proposed list.

Pioneer status has now been extended to 42 industries and 138 products, the bulk of which are in the small industries field, with major representation of chemical products, metal manufacturing, electrical goods production, and building materials.

Wide variety

The product range includes sulphuric acid, chlorine, industrial alcohol, brake fluids, water-repellent concrete additives, paper products, plywood, galvanized steel and aluminum sheets, office furniture, radio and television sets, and refrigerators and air-conditioners. Heavy industries are also represented in steel manufacturing, petroleum refining, and shipbuilding.

The widest range of products on the proposed list covers the food, chemicals, textiles, and metal-working industries. Some of the specific items are steel cable, metal hardware and household utensils, insecticides and fungicides, polyvinyl chloride, vitamins, piece goods, nylon yarn and cloth, and clothing.

Further information may be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230.

SICILIAN REFINERY

A $16 million oil refinery will be built at Termini Imerese (Sicily) by a group of Italian and American firms. The refinery and a large thermo-electric plant now under construction are to be the core of an industrial development area.

Goa invites tenders for bridge construction

The Director, Public Works Dept., Panjim, Goa, is again advertising for bids for the construction of a high level bridge 675 meters (approx. 2,217 ft.) long across the river Mandovi in Panjim, Goa, and also for the construction of two 40 ft. clear separation structures, one on each of the approaches to the bridge.

Tender documents, containing forms, general conditions, specifications and drawings may be obtained from the Directors Office upon the payment of Rs 100 (US $21.00). An additional U.S. $10.50 should be included to cover transmittal (airmail) cost.

The following changes have been made to the tender documents since the original notice for bids was published. (INTERNATIONAL COMMERCE, May 27, p. 24):

Tenders should include: (1) A detailed description of the type of foundations that are adopted in the bidder's design for the piers and abutments of the bridge; (2) A detailed description in clear terms of the method of carrying out the said foundations adopted; (3) A detailed list of machinery, tools, floating equipment or any other special equipment to be used by the bidder for the foundation work and a statement indicating which of these the bidder has and which will have to be purchased; (4) Outline design of grade separation structure showing foundation to be adopted taking into consideration the borings at the bridge site; (5) Change Chapter 5, General Specifications, paragraph 5.1.5. to read: "The thickness of the steining shall not be less than two feet and shall be reinforced with bond bars at the rate of 60 lb. for 100 c. ft. and hoop steel at the rate of 30 lb. for 100 c. ft. both minimum."

The new closing date for bids is 3:00 p.m. Indian Standard Time, September 16 and bids must be accompanied by an earnest money deposit of Rs 100,000 (U.S. $21,000). Correspondence in English is preferred.

One copy of the tender documents is available for review in the Building Materials and Construction Industries Division, BDSA, Rm. 4002, Department of Commerce, Washington, D.C., 20230.

NATO projects in Turkey opened to U.S. bidders

Two construction projects in Turkey, estimated to cost a total of over $1.13 million, have been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The first project, estimated to cost $868,000, calls for construction of an asphalt road 5000 meters long, and a 55,384 sq. m. concrete apron. Completion is scheduled for October 31, 1964, project reference No. A-VI-VII.

The second project, estimated to cost $263,200, calls for construction at six sites of concrete buildings, electric and water systems, compressed air systems. Work is scheduled for completion by November 30, 1964, reference No. 6431/63.

Firms interested in bidding on the first project should submit their applications on a prescribed form by September 6, to Bayindirlik Bakanligi, Hava Meydanlari ve Akaryakit Tesisleri Insaat Reisligi, Ataturk Bulvari No. 140, Ankara, Turkey.

Firms interested in bidding on the second project should submit their applications on a prescribed form by September 10 to Milli Savunma Bakanligi, NATO Hava ENF. Grup Baskanligi, Paris Caddesi, 52, Ankara, Turkey.

Copies of the prescribed forms are available from the Commodity Export Promotion Staff, Rm. 4203, Department of Commerce, Washington, D.C., 20230.

Construction materials needed

The Karachi Electric Supply Corp., Ltd., of Pakistan, through its consulting engineers, The Kuljian Corp., Philadelphia, Pa., will release bidding documents requesting sealed proposals for the supply and delivery of civil materials and construction equipment for the 132,000 kw. Korangi Power Station.

The material and equipment will be purchased in the U.S. for shipment to the Port of Karachi, Pakistan. A loan agreement has been signed with the Agency for International Development (AID) for financial assistance on this project.

The proposed work involves the supply and delivery of the following equipment and material:

1) Sisalkraft or building paper, approx. 35,000 sq. ft.; 2) floor hardener, approx. 120,000 sq. ft.; 3) premolded expansion joint, 4,400 ft.; 4) metal, 325 tons; 5) metallic waterproofing, approx. 4 tons; 6) damp-proofing, 61,000 sq. ft.; 7) metal lathe and corner beading, 1,000 sq. ft.; 8) roofing materials, such as cellular glass insulation, 36,000 sq. ft., roof felt, and tar, 42,000 sq. ft., metal flashing;

9) metal doors and frames; 10) aluminum doors and frames; 11) rolling steel doors; 12) metal windows; 13) caulking compound, 1,000 lb.; 14) glass wall tile, 2,000 sq. ft.; 15) glazed wall tile, 2,000 lb.; 16) aluminum oxide, for floors, 6,000 lb.;

17) terrazzo sealant, 24,000 sq. ft.; 18) luminous ceiling; 19) acoustical tile ceiling; 20) finish hardware; 21) paint, 6,000 gal.; 22) elevator; 23) lockers and steel shelving; 24) towel dispenser and wire baskets;

25) mirrors; 26) soap holders, shower curtains and hooks; 27) fencing; 28) asphalt cement; 29) hydraulic dredge; 30) tractor-trailer; 31) diesel front end loader; 32) 25-ton mobile crane;

33) circulating pumps and drives, for water; 34) travelling water screens and drives; 35) screen wash pumps and drives; 36) trash racks; 37) bar screens and trash racks; 38) trash racks rake and drive; 39) sluice gates; 40) miscellaneous fabricated piping.

Bid deadline is September 20 for items 1, 3, 4, 29, 30, 31 and 32; Bids are due October 7 for items 22, 33, 34, 35, 36, 37, 38, 39, 40; Bids are due October 14 for items 5, 6, 21, 27 and 28; October 21, items 2, 9, 10, 11, 12 and 13; November 18, items 8, 14 and 15; December 16, items 7, 16, 17, 18, 19, 20, 23, 24, 25 and 26.

Each proposal must be accompanied by a bid bond or certified check acceptable to the owner, payable to the order of the owner, in an amount equal to 5% of the maximum bid price. Each bidder shall qualify his proposal in that the material and/or the equipment quoted shall have been thoroughly proven in power plant service under conditions similar to those which prevail in the proposed installation. No proposal will be considered unless the equipment named therein is manufactured by a company which has had at least five years previous experience in the design and manufacture of the equipment of comparable type, capacity and operating conditions.

To qualify as a bidder, he must be a manufacturer of the material and/or equipment or his authorized sales agent. Each bid must state the manufacturer's name, and contain a list of installations where material and/or equipment has been supplied. Bidding documents and applicable drawings will be issued by the Karachi Electric Supply Corp., Ltd., through its consultants, The Kuljian Corp.

A deposit of $20 for each set of specifications and $30 for each set of drawings, with satisfactory evidence of Agency for the equipment and material to be offered.

The deposit will be refunded upon complying with the following conditions: that the bidder is qualified; the bidder must submit complete bid in accordance with instructions; bidding documents must be returned in their entirety without any markings appearing thereon.

Bidding documents will be available on September 16, 23, and 30; November 1 and December 2, and are obtainable on request with a certified check, submitted to: Karachi Electric Supply Corp., Ltd., c/o The Kuljian Corporation, 1200 N. Broad St., Philadelphia 21, Pa., Attn: George W. Bond, Purchasing Agent.

Cyprus Government announces plans for Nicosia hotel

The Government of Cyprus has announced that invitations for tenders for the construction of the new Nicosia Hilton Hotel will be issued shortly, possibly next month.

Plans call for 150 rooms, equipped with all of the modern amenities.

The project is being undertaken by a public company in which the Government will participate as partners with private businessmen. Shares are expected to be offered to the public in the near future.

Materials needed in Sudan for railway wagon shop

The Office of the Controller of Stores, Atbara, Sudan, invites tenders for the supply of materials for the construction of a new railway wagon shop at Khartoum.

The project consists of a main shop, store block and a wheel lathe and carpenters shed. Materials must be in accordance with the specifications and drawings cited in the Sudan Railways Stores Dept. Contract No. 2860 and comply with b.s.s. 449 (1959), use of structural steel in buildings.

Tenders must be submitted in duplicate and be accompanied by a deposit of at least 2% of the price bid. Tenders will be received in the Office of the Controller until 12:00 noon, October 3. Prices should be quoted on both f.o.b. and c.i.f. port Sudan bases and tenders must remain valid for two months from the closing date.

A copy of the specifications is available on loan to firms located in the U.S. from Building Materials and Construction Industries Division, BDSA, Rm. 4002, Department of Commerce, Washington, D.C., 20230.

Transistors, TV sets sought by Tunisia

The Societe Nationale d'Electricite, de Radio et de Television "El Athir," 63 rue Pierre de Coubertin (ex Rue de Strasbourg), Tunis, Tunisia, a Government agency, has requested tenders for the supply of parts to assemble 20,000 transistor radio sets annually, (10,000 each of two models).

The tender also includes training of personnel in the contractor's plants. Tenders to equip an assembly line for TV sets and for the supply of parts to assemble 2000 TV sets annually are also desired.

Tenders should be submitted to the above address for each of these before September 30. Correspondence may be either in French or English.

Copies of the tender requests, in French, are available to firms located in the U.S. from the Electronics Division, BDSA, Rm. 4119, Department of Commerce, Washington, D.C., 20230. (Telephone: 967-4036).

Greek resort area lease available for long term

The National Tourist Organization of Greece has announced its intention to lease the Killini Spa for 50 yrs. and invites bids on or before November 15. The successful bidder will obtain a 50-yr. concession with full rights to improve and exploit the Spa and its adjoining area.

Interested parties may obtain on a loan basis a summary of specifications in English, detailed specifications, conditions, and area plans in Greek from Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230, (Telephone: WO 7-4674).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4319, Telephone WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

LIBYA—Barley, 2500 mt., U.S. grade No. 2; requests cable quotations fob as well as cif Tripoli specifying sack or bulk shipment, also sample grade prices with airmailed samples. Yusuf Saadi, (importer), 21 Sharia Annabigha, Tripoli. WTD 4/11/62.

019 Commercial Farms

● **BURMA**—Seeds, bulbs, tubes for flowers, plants for domestic and agricultural use. Tender No. 22 PA-8/63, bid deadline October 15. Chairman, Civil Stores Committee (2), 77/91, Sule Pagoda Rd., Rangoon.★ (Telephone: WO 7-4793).

109 Metal Ores

SWEDEN—Quicksilver. Direct purchase and agency. Forsman & Holmgren, (wholesaler, agent), P.O. box 13, Goteborg 1. WTD 2/8/63.

200 Food

HONG KONG—All types of canned foods. L. Jibsen & Co., (importer, exporter, manufacturer), 306 Kwong On Bank Bldg., 137-141 Queen's Rd., C., Hong Kong. WTD 8/16/63.

202 Dairy Products

MALAYA—Skim milk powder for cattle feed. Banley Agencies, (importer, wholesaler, commission/sales agent), 24 Popus Lane, Penang. WTD 8/7/63.

SWITZERLAND—Dried skimmed milk powder, lactose powder, pharmaceutical, edible. Sugro AG, (importer) Sevogelstrasse 21, Basel. WTD 2/7/63.

203 Canning, Preserving Foods

● **BURMA**—120,000 cases tinned fish in tomato sauce delivered at rate of 20,000 cases per mon. from October through March 1964. 3,000 cases tinned fish in oil delivered at rate of 500 cases per mon. from October through March 1964. Tender No. 83SQI 63, bid deadline September 23. Chairman, Civil Stores

Committee (2), 77/91, Sule Pagoda Rd., Rangoon.★ (Telephone: WO 7-4793).

COLOMBIA—Prunes, raisins for production of wine; initial requirements five tons each per mo., possibly increasing to ten tons. Requests telegraphic quotation, samples air mail. David & Eduardo Puyana, (manufacturer, importer, wholesaler), Carrera 8, No. 15-93, Bogota.

GIBRALTAR—Canned food; packaged food. L. Peralta & Co., (importer, commission agent), 36 Engineer Lane, Gibraltar.

Canned food; packaged food. Cassaglia Bros., Ltd., (importer, retailer, commission agent), 9 Irish Town, Gibraltar.

MALAYA—Canned asparagus. Jackson's, Malaya, Ltd., (importer, indent agent, wholesaler), 5th Fl., P.O. box 314, Kuala Lumpur. WTD 5/21/62.

SPAIN—Canned foodstuffs; packaged foodstuffs; requests replies in Spanish. Almacenes Cosio, (importer, retailer, ship chandler), General Snjur 2, Ceuta. WTD 7/30/63.

SWITZERLAND—Sweet corn. Sugro AG, (importer), Sevogelstrasse 21, Basel. WTD 2/7/63.

204 Grain Mill Products

SPAIN—Frozen squid; offers would be of greatest interest during November through May. Cuevas y Cia., S.L., (importer, exporter, wholesaler), Apartado 91, Orense. WTD 8/14/63.

220 Textile Mill Products

AUSTRALIA—Plain and fancy piece goods of all types of fabrics, (importer, wholesaler, manufacturer). Mollard & Williams, 238 Flinders Lane, Melbourne, C.1., Victoria. WTD 7/30/63.

HONG KONG—Textiles: cotton, nylon, polyester fiber, other fabrics for making dresses, shirts and suits. L. Jibsen & Co., (importer, exporter, manufacturer), 306 Kwong On Bank Bldg., 137-141 Queen's Rd., C., Hong Kong. WTD 8/16/63.

Necktie fabrics, dacron/rayon suiting materials; requests replies from manufacturers only. Bedford Mercantile Co., (importer, wholesaler, indent agent), 825 Li Po Chun Chambes, Des Voeux Rd., C.

IRAQ—Dacron, cotton, woolen, nylon, rayon piece goods; requests replies from manufacturers only. Direct purchase and agency. Sabih Al Shabibi, (importer, wholesaler, retailer), Sa'doun St., Baghdad. WTD 12/28/62.

NICARAGUA—Upholstery fabrics. Muebles Modernos, S.A., (manufacturer of furniture), Ing. Uriel Arguello Pasos, Apartado 2404, Managua. WTD 8/6/63.

SWEDEN—Cotton, rayon, woolen fabrics for ladies' coats, suits, dresses, shirts. Direct purchase from mills or converters. Wallengrens Konfektions AB, (manufacturer), Varbergsgatan, Goteborg. WTD 10/30/62.

221 Broad Woven Fabric Mills, Cotton

● **BURMA**—White shirting, 36" x 40 yd., Cambric finish, quantity 690,000 yd. White poplin with blue selvedge edge, various specifications, quantity 18,000,000 yd. Tender No. 98 SNI-63, bid deadline September 11. Chairman, Civil Stores Committee (2), 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: WOrth 2-4294).

● White shirting, width and piece length, 36" x 40 yd., various specifications, total quantity 12,600,000 yd. Tender No. 97 SNI-63, bid deadline September 10. The Chairman, Civil Stores Committee (2) 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: WOrth 2-4294).

■ **CONGO**—Combed cotton broadcloth dazzle, width 45/46 in. or 113/115 cm., white, grey, pastel, vanil or blue, 57 x 22 threads per sq. m., 112 gr., 100% cotton, minicare finish, washable, 2% preshrunk, full pieces, first on tubes, $6,000; combed cotton broadcloth, 38/39 in. or 95/97 cm., khaki 2213, 54 x 24 threads per sq. cm., 115 gr., 100% cotton, mercerized, sanforized, vat dyed, in pieces of about 100 yd., long flat fold, in export bales steel strapped, $4,000. Quota No. Regime S-2 Number 123. PA#660-541-000-355-3210. U.S. source. Quotations desired by September 15. Etablissements Simis, B.P. 24, Luluabourg. SBC-338.

NETHERLANDS—Towels, turkish and terry woven, (retailer, wholesaler), Drabbe N.V., 6 Spuistraat, The Hague. WTD 8/13/63.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

AUSTRALIA—Imitation furs for garments and trimmings, (importer, wholesaler, manufacturer), Mollard & Williams, 238 Flinders Lane, Melbourne, C.1, Victoria. WTD 7/30/63.

Manmade fiber fabrics suitable for men's ties (manufacturer), Hubbard & Co., Pty., Ltd., 561-7 George St., Sydney, N.S.W. WTD 3/6/63.

FRANCE—Imitation fur fabrics. Direct purchase and agency. Societe Weinberg, (manufacturer, dealer), 17 rue Bachaumont, Paris 2. WTD 8/9/63.

SWITZERLAND—Synthetic lining, particularly taffetas, preferably 55" width; large quantities required; requests replies from manufacturers only. Kahn & Reber AG, (importer, distributor, commission merchant), Badenerstrasse 333, Zurich 3/40. WTD 7/31/63.

223 Broad Woven Fabric Mills, Wool

● **BURMA**—Woolen blankets, quantity 50,000; bed covers, white/dyed/printed, quantity 200,000. Tender No. 70 SYI-63, bid deadline September 16. The Chairman, Civil Stores Committee No. (2), (Yarn/Made Up Textile Procurement Branch), Rangoon.★ (Telephone: WOrth 2-4294).

224 Narrow Fabrics, Other Smallwares Mills

NORWAY—Florists' ribbons, novelties, supplies; requests replies from manufacturers only (manufacturers' agent). Henrik Dilling 28 Tollbougaten, Oslo. WTD 8/21/63.

225 Knitwear

FRANCE—Foam-back coated knitted acrylic fiber fabric; available on loan basis from the Trade Opportunities Staff, BDSA-111, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-4674); requests replies in French. Lucien Solinski, (wholesaler), 41 rue des Frans-Bourgeois, Paris 4e.

NORWAY—Knitwear for men, ladies, children. Norges Kooperative Landsforbund, (purchasing organization), 2 Revierstredet, Oslo. WTD 7/2/63.

SAUDI ARABIA—Men's nylon socks. Dabbus Stores, (importer, wholesaler, retailer), P.O. box 157, Jidda. WTD 7/20/63.

228 Yarn, Thread Mills, Products

● **BURMA**—Knitting wool, quanity 50,000 lb. Tender No. 70 SYI-63, bid deadline September 16. The Chairman, Civil Stores Committee No. (2), (Yarn/Made Up Textile Procurement Branch), Rangoon.★ (Telephone: WOrth 2-4294).

229 Textile Goods

■ **BOLIVIA**—Scoured wool for comb 64s, 3½" staple length, same but 58-60s fineness, 10,000 k. each; 62s fineness, 7,500 k., 36-40s fineness, 10,000 k. PA#511-1801-901-356-3002. Limited worldwide (901). Bid deadline September 20. Ministry of National Economy, 1492 Camacho Ave., La Paz. Detailed specifications, special instructions, conditions and bid forms may be obtained from the Embassy of Bolivia, 1145 19th St., NW., Washington, D.C. Attn: Dr. Salcedo. SBC-342.

MOROCCO—Sisal, tampico fibers. Etablissements Ben Hadj Freres, (importer, wholesaler, manufacturer), rue de la Manutention, Casablanca. WTD 12/18/62.

230 Apparel

HONG KONG—Ready-made neckties; requests replies from manufacturers only. Bedford Mercantile Co., (importer, wholesaler, indent agent), 825 Li Po Chun Chambers, Des Voeux Rd., C.

IRAQ—Men's ready made dacron suits, men's and ladies' underwear, cuff links, ladies' dresses; requests replies from manufacturers only. Direct purchase and agency. Sabih Al Shabibi, (importer, wholesaler, retailer), Sa'doun St., Baghdad. WTD 12/28/62.

LIBYA—Clothes, men's, women's, children's; requests replies from manufacturers only. Direct purchase and agency. Mabruk Tagiuri, (importer, retailer), 1 Maidan Eshuhada, Tripoli.

232 Men's, Youths', Boys' Furnishings, Work Clothing

ITALY—Men's shirts made of cotton, synthetic or mixed fabrics, should have a full range of sleeve lengths and collar sizes. C.I.M. SpA, Grandi Magazzini, (department store), via XX Settembre, Palazzo di Vetro, Rome. Attn: Mr. Paul Edward Allvin.

SAUDI ARABIA—Men's cotton underwear. Dabbus Stores, (importer, wholesaler, retailer), P.O. box 157, Jidda. WTD 7/20/63.

233 Women's, Misses', Juniors' Outerwear

AUSTRALIA—Women's readymade neckwear, such as collars, scarves, (importer, wholesaler, manufacturer), Mollard & Williams, 238 Flinders Lane, Melbourne, C.1., Victoria. WTD 7/30/63.

FRANCE—Ladies dresses. Direct purchase and agency. Societe Weinberg, (manufacturer, dealer), 17 rue Bachaumont, Paris 2. WTD 8/9/63.

239 Fabricated Textile Products

CANADA—University, military, sport club crests; would like catalogue or samples, (importer), Guy Martineau, World Wide Crest Reg'd., 3164 Neuville St., Quebec City, Quebec. WTD 7/25/63.

● **IRAQ**—Tarpaulin, fiber seat covers, various specifications, quantities. Tender No. EME 5/1963, bid deadline September 22. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. (Telephone: WOrth 2-4294).

NETHERLANDS—Household sheets, pillow cases, (retailer, wholesaler), Drabbe N.V., 6 Spuistraat, The Hague. WTD 8/13/63.

242 Sawmill, Planing Mills

■ **GREECE**—Douglas fir, rough green, No. 2 clear and better, anti-stain treated, 2″ x 4″ to 2″ x 12″, allowing max. 15% 2″ x 4″/5″—8′ longer. Const. Lysicatos, 19, D.O. Skylitsi St., Piraeus.

■ Douglas fir lumber, rough green, No. 2 clear and better, allowing max. 15% No. 3 clear, graded as per "R" export list, anti-stain treated, 0-2″ x 4″ to 2″ x 12″, 8′ longer. Nouli J. Sons, 17, Tsorlini St., Thessalonika.

■ Douglas fir, rough green, No. 2 clear and better, allowing max. 15% No. 3 clear, graded, anti stain treated, 2″ x 4″ to 2″ x 12″ and wider, allowing max 15% x 4/5″. P/Morfiadis & Co., 138, Liossion St., Athens.

■ Douglas fir lumber, rough green, No. 2 clear and better, allowing 15% max. No. 3 clear, graded, 2″ x 4″ to 2″ x 12″, 8 ft. longer. J.S. Bilimatchi, S. Salteil, Lumber Importers, 77, Monastiriou St., Thessalonika.

All the above are for loan No. 240-H-028. U.S. source. Quotation dates September 16. SBC-343.

■ **KOREA**—Lumbers, W.C. hemlock, Douglas fir, white fir, and/or spruce, grade No. 3, and/or better, 12″ x 12″, 12′ and up length approx. 1600 m.b.f. Ref. No. FFO-SAI-3-619A. C&f/cif Inchon., U.S. or non-U.S. flag vessels. PA#489-570-000-356-3205. Bid deadline September 17. Dae Yang Sawmill Co., I.P.O. 1309, Seoul. SBC-339. Copy of all offers to be sent air mail to the Bank of Korea, Attn: AID Section, and to the Director, USAID, c/o American Embassy, Seoul.

262 Paper Mills, Products

MALAYA—Papers—newsprint, wrapping paper. Banley Agencies, (importer, wholesaler, commission/sales agent), 24 Popus Lane, Penang. WTD 8/7/63.

NIGERIA—Printing papers: 20″ x 30″ and 17″ x 27″, including white, yellow, blue and green bank papers of 45 gr., mf papers of 60 gr.; ledger papers of 90 gr.; cardboard, 22″ x 25″, 199 gr., in white, green blue, yellow and pink. Boripele Trading Co., (retailer), 104 Amunigun Rd., P.O. box 1501, Ibadan. WTD 7/15/63.

264 Converted Paper, Paperboard Products

DENMARK—Heat-sealing and self-adhesive tape, resistant to boiling and dry-cleaning liquids, to be used by the dry-cleaning and laundry industries. Dansk Klaeberulle Industri A/S, (manufacturer, importer, wholesaler, exporter), 52 Fredensgade, Aarhus C. WTD 8/14/63.

● **IRAN**—Multi-wall kraft shipping sacks, 1,500,000—5 ply sacks—min. wgt. 70 gr. per sq. m. ply. Glued seams automatic paper valve—size 67 x 49 x 9 cm. for 50 kg. cement. Bid deadline November 6. Fey Cement Factory, Iran Fractories Co., 11, Koucheh Firouzgar, Pahlavi Ave., Teheran.★ (Telephone: WO 7-3965).

SAUDI ARABIA—Stationery for office, school use. Dabbus Stores, (importer, wholesaler, retailer), P.O. box 157, Jidda. WTD 7/20/63.

270 Printing, Publishing Industries

FRANCE—Scientific books and magazines. Direct purchase and agency. Office International de Documentation & de Librairie, (importer, dealer), 48 rue Gay Lussac, Paris 5e. WTD 8/16/63.

273 Books

FRANCE—Technical books; requests replies in French. Direct purchase and agency. Librairie des Sciences—Pierre Girardot & Cie, (publisher and importer), 27 Quai des Grands-Augustins, Paris 6. WTD 8/9/63.

Books. Direct purchase and agency. Presses Universitaires de France, (publisher, dealer), 108 Blvd. Saint-Germain, Paris 6. WTD 8/63.

MALAYA—Educational books for schools, colleges, pocket books of educational nature. Eusuff Bros., Ltd., (importer, retailer, wholesaler), 523 Jalan Tuanku Abdul Rahman, Kuala Lumpur. WTD 8/1/63.

NETHERLANDS—Scientific books suitable for universities; popular scientific books concerning technical developments of chemical specialties such as plastics, suitable for trade and industry. Noording Noord Nederlandse Boekhandel, (importing distributor), 11 Oosterstraat, Groningen. WTD 8/8/63.

NIGERIA—Hard-cover books, paper-backs, school supplies. Direct purchase and agency. Anebere & Sons Bookshop, (book seller), 26, New Market Rd., Onitsha. WTD 8/13/63.

PAKISTAN—Books: medical, scientific, technical, psychology, philosophy, economics, commerce. Direct purchase and agency. Standard Book Agency, (importing distributor, publisher), 174 Anarkali, Lahore. WTD 8/21/63.

275 Commercial Printing

SOUTH AFRICA—All types of reproductions (prints), mottoes, wall plaques, photos. Van Riebeeck Framing, (Pty.), Ltd., (manufacturer), 8 Kromelbow Lane, Cape Town.

281 Industrial Chemicals

CAMBODIA—Cresol for hygienic purposes; dyes for silk and other fabrics, standard and washable colors (100 gr. sample each color for trial); red iron oxide in powdered form; yellow ocher (Limonite) and red ocher (Hematite) for water-base paint pigment; anti-rust paint with iron oxide base, in gallons and quarts; raw materials for producing plastic objects; automobile polishing wax. Requests replies in French. Khau-Bun Sun & Fils Salr, (importer, wholesaler, retailer), 83-87 R.V. Khemarak Phoumin, P.O. box 589, Phnom Penh. WTD 5/10/63.

■ **CHINA**—Malathion technical, 95% up, 5000 kg., technical dieldrum, 600 lb., tech. endrin, 1,400 lb. In two shipments—for item 1, 3,000 kg. end of September; 2,000 kg., October. PA#484-236-000-253-3003. U.S. source. Quotations desired by September 15. Cheng Hong Chemical Co., Ltd., 2 Chhau-Fu Rd., Wufong Taichung Hsien, Taiwan. SBC-342.

■ **CONGO**—Sodium arsenite 80/82% concentration, tinted with methylated blue in powder, 96% of which passing through a screen of 300 mesh, packed in iron drums of about 50 kos. net, with welded cover and polyethylene inner bags. To be used for wood control. Similar product may be offered. $10,000. PA#660-000-355-3001. U.S. source. Quotations desired by September 15. Congopalm, B.P. 8313, Leopoldville 1. SBC-338.

● **INDIA**—Trisodium phosphate, 24,000 kg., a.s.t.m. standard D538, type 1, from manufacturers or accredited representatives. Bid deadline October 7, tender No. PB/974/TD-2965/63/RPK; for the Fertilizer Corp. of India, Ltd., (Trombay Division). Tenders, specifications, conditions can be purchased by intending bidders for Rs 6.00 ($1.26) for each set until September 25 from Chief Purchasing Office, The Fertilizer Corp. of India, Ltd., Administrative Bldg., Purchase Dept., Marvali, Chembur, Bombay 71 (AS). Each bid should be accompanied by earnest money in the amount of 2.5 percent of the value of the quotation made.

● Sodium sulfite, 3,000 kg., Indian standard-247 of 1957, packed in 1 cwt drums, from manufacturers or accredited representatives. Bid deadline October 7, tender No. PB/974/TD-2965/63/RPK; for the Fertilizer Corp. of India, Ltd., (Trombay Division). Tenders, specifications, conditions can be purchased by intending bidders for Rs 6.00 ($1.26) for each set until September 25 from Chief Purchasing Officer, The Fertilizer Corp. of India, Ltd., Administrative Bldg., Purchase Dept., Marvali, Chembur, Bombay 71 (AS). Each bid should be accompanied by earnest money in the amount of 2.5 percent of the value of the quotation made.

● Potassium carbonate, solid, 6,700 kg., in 325 lb. net capacity moisture-proof drums, from manufacturers or accredited representatives. Bid deadline October 7, tender No. P.B./974/TD-2965/63/RPK; for the Fertilizer Corp. of India, Ltd., (Trombay Division). Tenders, specifications, conditions can be purchased by intending bidders for Rs 6.00 ($1.26) for each set until September 25, from Chief Purchasing Officer, The Fertilizer Corp. of India, Ltd., Administrative Bldg., Purchase Dept., Marvali, Chembur Bombay 71 (AS). Each bid should be accompanied by earnest money in the amount of 2.5 percent of the value of the quotation made.

● Monoethanolamine, 7,800 kg. 100%, packed in 42 gal. (U.S.) drums standard capacity for export, from manufacturers or accredited representatives. Bid deadline October 7, tender No. PB/974/TD-2965/63/RPK; for the Fertilizer Corp. of India, Ltd., (Trombay Division). Tenders, specifications, conditions can be purchased by intending bidders for Rs 6.00 ($1.26) for each set until September 25, from Chief Purchasing Officer, The Fertilizer Corp. of India, Ltd., Administrative Bldg., Purchase Dept., Marvali, Chembur Bombay 71 (AS). Each bid should be accompanied by earnest money in the amount of 2.5 percent of the value of the quotation made.

ITALY—Magnesite of 45-46% magnesium oxide content; oxalic acid in large crystals; silicon carbide, grey and black, in various sizes; requests replies in Italian, French, Spanish. Chimical, Srl., (importer, dealer), via Suor Maria Mazzarello, 21, Rome.

■ **KOREA**—Caustic soda, solid 98% up, about 120 mt., ref. No. FFO-SAI-3-688. Kyung Buk Weavers & Dyers Cooperative, 7 Dongsan-Dong, Taiku. Caustic soda, solid 98% up, 120 mt., FFO-SAI-3-689. Federation of Weavers & Dyers Cooperatives, 80 Sokong-Dong, Chung-ku, Seoul. Cable: HANSUM. Caustic soda, solid 98% NaOH. FFO-SAI-690. Keng Buk Soap Industrial Assn., #65, Daean-Dong, Chung-ku, Daegue. Soda ash, light, Na_2CO_3, 99.7%, min., approx. 166.66 mt. FFO-SAI-3-691. Ill Kwang Glass Ind. Co., 32, Changsa-Dong, Chong-Ro, Seoul.

All the above are for PA#489-901-256-3209. Limited worldwide (901). Bid deadline Sep-

tember 16. C&f or cif Pusan or Inchon. Copies of all offers made should be sent air mail to the Bank of Korea, Att: AID Section, and to the Director, USAID, c/o American Embassy, Seoul. SBC-339.

■ Soda ash, light or dense, min. 99.7%, Na_2CO_3, approx. 176 mt., ref. No. FFO-SAI-FFO-SAI-3-685; caustic soda, solid 98% up, 3-685; caustic soda, solid 98% up, approx. 61 mt., ref. No. FFO-SAI-3-686 PA No. 489-901-256-3209. Limited world wide (901). Bid deadline September 16. C&f or cif Pusan, U.S. flag vessel. Dae Han Monosodium Glutamate Industrial Assn, 3-121, Dadong, Chung-Ku, Seoul. Copies of all offers should be sent airmail to the Bank of Korea, Attn: AID section, and to the Director, USAID, c/o American Embassy, Seoul. SBC-339.

■ Soda ash, light, dense, min. 99.7%, approx. 234 mt., ref. No. FFO-SAI-3-684; caustic soda, 98% up, approx. 112 mt., ref. No. FFO-SAI-3-687; phenol, technical grade, centigrade degree 40, 41, approx. 300 tons; formalin, approx. 700 tons; carboxymethyl cellulose, warp size, approx. 80.000 lb.; ref. No. FFO-SAI-3-696. PA No. 489-901-256-3209. Limited worldwide (901). Bid deadline September 16. Korean Knitting Industry Cooperatives Assn., 80 Sokong-dong, Choong-ku, Seoul. Delivery c&f and/or cif Pusan, all U.S. flag vessel. Copies of all offers should be sent airmail to the Bank of Korea, Attn: AID Section, and to the Director, USAID, c/o American Embassy, Seoul. SBC-339.

MOROCCO—Inorganic, organic, medicinal chemicals, bulk; requests replies from manufacturers only. Direct purchase and agency. Mr. Levy Jacques Pharmacie du Caducee, (importer, wholesaler, retailer), 337 Blvd. Mohammed V., Casablanca. WTD 7/29/63.

Chemical products other than carbon disuephide, for fumigation of wheat stored in silos; requests replies from manufacturers only; exclusive distributorship; requests replies in French. Societe Chimique et Industrielle Marocaine, (importer, distributor), 283, Blvd. Ibn Tachfine, Casablanca. WTD 12/11/62.

■ **PAKISTAN**—Naphthol, trivamine, anthrasol, reactive dyes, various c.i. numbers, 104 items, large quantities. IL No. 341766. Ghafur Textile Mills, Ltd., 10/A Manghopir Rd., Karachi 16.

■ Coaltar dyes, including acramins, naphthols, trivamines, various colors and numbers, 53 items, large quantities. IL No. 343004. Haroon Textile Mills, Ltd., 15 Salehmohamed St., Karachi 2, W. Cable: HARTEXMILL, Karachi.

Both the above for loan No. 391-H-066. U.S. source. Quotation deadline September 16.★ SBC-341.

■ Caustic soda, solid 98/100%; diphenyl oxide; benzyl acetate; geraniol; terpineclene. $15,750. C&f. IL No. 334113. Dada Soap Factory, Ltd., Khajur Bazar, Karachi 2. Cable: DADASOAP.

■ Pigments, dyes, various colors and numbers, large quantities. IL Nos. 344157, 344158. Bawany Violin Textile Mills, Ltd., 2nd Fl., Bank House No. 1, Habib Sq., Bunder Rd., Karachi 2.★

Both the above for loan No. 391-H-066. U.S. source. Quotation deadline September 18. SBC-341.

■ Titanium dioxide, 70 tons; zinc oxide, 5 tons, iron blue, 1 ton; pure para red toner, light and green monarch, 1 ton; powdered dispersions, A-88 red toner, A-50 lithol maroon, A-57 milori blue, A-94 lemon yellow, 500 lb. each; powdered dispersion, A-27 black, 800 lb., A-17 white, 250 lb. IL No. 249863. Quotation deadline September 18. Buxly Paints, Ltd., P.O. box 5086, Karachi 2, W. Cable: BUXLY, Karachi.

■ Titanium dioxide rutile; zinc oxide; antimony oxide white; red lead, dry, genuine non-setting; rew sienna, burnt sienna; 41 items, large quantities. IL No. RMO41819. Quotation deadline September 16. Modern Paint Industries Corp. F/12, S.I.T.E., Mauripur, Karachi 13.★

Both the above for loan No. 391-H-056. U.S. source. SBC-341.

282 Synthetic Materials

FRANCE—All types of plastics materials for molding. Direct purchase and agency. Societe de Diffusion de Produits Metallurgiques, (manufacturer, importer), 34, rue Yves Kerman, Boulogne-Billancourt, Seine. WTD 8/8/63.

■ **GREECE**—Elastic fabrics, braids, nylon cotton fabrics, bias bindings, allover laces, total 60,000. Quotation date September 21. John Stavropoulos, Ermou St., 50, Athens 127.

■ Foam rubber, elastic webs, knitted power nets, fabrics and braid, synthetic fabrics, rayon and nylon, plain and printed. $50,000. Quotation date September 20. Z. Hatzis—D. Lagoudakis, Kalamiotou St., 10, Athens.

Both the above are for loan No. 240-H-028. U.S. source. SBC-343.

■ Polyethylene in 50 lb. bags, 150 mt. Quotation date September 22. American Plaston Corp., Piraeus St. 72, Moschaton, Athens.

■ Polyethylene, in 50 lb. bags, 50 mt. Quotation date September 19. I. Giatrakis & Katsaros Bros., 14, Nikita St., Piraeus. Cable quotations accepted.

■ Dacron, T.64, 3 denier, natural and color sealed black, 30,000 lb. each; orlon sayelle, T.21, tow 3 and 3, den natural 20,000 lb. each. Quotation date September 14. Worsted Spinning Mills, CHR, Lanaras Bros., S.A., Terma Kolokynthous, Athens.

■ Rayon remnants, lining, ¼-5 yd. length, rayon lining stock, 10-20 yd., plastic suede remnants, ¼-5 yd., plastic remnants, orlon pile remnants, cotton denims stock 10-20 yd., nylon tricot remnants, ¼-1 yd., cotton gabardine stock 20-20 yd., $28,000. Quotation date September 23. Elias Katsoulakos 9, Boreou St., Athens 8.

■ Plastic raw materials—polyethylene, stabilizers, plasticizers, p.v.c. $200,000. cif. Quotation date September 14. Evepy, S.A., Serbou St., No. 5, St. John Rentis, Athens. Cable: EVEPY. NEON FALIRON.

All the above are for loan No. 240-H-028. U.S. source. SBC-343.

HONG KONG—P.V.C. resins; requests replies from manufacturers only. Tong Seng Co., (importer, exporter), 336 Wang Hing Bldg., 10 Queen's Rd., C., P.O. box 1736. WTD 7/18/62.

JAPAN—Bonding agent such as phenol resin type for use in manufacturing grinding wheels. Nagoya Elastic Grinding Wheel Mfg. Co., Ltd., (manufacturer), 15, 2-chome, Satsukiminamidori, Nakagawa-du, Nagoya. WTD 8/63.

■ **KOREA**—Staple fiber, acetate or viscose rayon, 1.5 denier, 1.5 in. cut, dull regular crimp, approx. 82,300 lb., fob or c&f Pusan. PA#489-901-356-3202. Limited worldwide (901). Bid deadline September 16. Chonnam Spinning Co., Ltd., 140 Pukchang Dong, Chung Ku, Seoul. Cable: CHONNAM SPINNING, Seoul. Ref. No. FFO-SAI-3-519A. Copy of all offers to be sent air mail to the Bank of Korea, Attn: AID Section, and to the Director, USAID, c/o American Embassy, Seoul. SBC-339.

■ Vinyl polymer and copolymer resin, uncompounded, powder, solution, dispersion, 600 mt.; vinyl polymer and copolymer resin, compounded, including scrap, extrusion compound, polyvinyl, pyridine, saran powder, emulsion, 400 mt.; ion exchange resin, 10 mt.; polyethylene resin, including off-grade, high/low density, 800,000 lb.; polypropylene resin, moulding/extrusion grade, 200,000 lb.; cellulose exter molding/extrusion composition, cellulose acetate, cellulose acetate butyrate, cellulose propionate, 300,000 lb.; acetal resin, molding/extrusion grade 100,000 lb.; styrene polymer and copolymer, molding/extrusion grade, 200,000 lb.; polyamide resin, nylon, 10,000 lb. Ref. No. FFO-SAI-3-712. PA No. 489-901-256-3209. Limited worldwide (901). Bid deadline September 19. C&f Pusan, 100% U.S. flag vessel. Korea Plastic Productive Cooperation, 289 Kwanchul-Dong, Chongro-Ku, Seoul. Copies of all offers should be sent airmail to the Bank of Korea, Attn: AID Section, and to the Director, USAID, c/o American Embassy, Seoul. SBC-339.

■ Polyethylene, off grade, high/low density, 20,000 lb.; for blowing film, virgin and/or off grade, 6,600 lb.; polystyrene, clear and colors, 10,000 lb.; Ref. No. FFO-SAI-3-708. Polyethylene, approx. 50,000 lb.; polystyrene, approx. 30,000 lb.; polypropylene, approx. 30,000 lb.; polyamide resin, approx. 3,000 lb.; p.v.c., approx. 10,000 lb.; ref. No. FFO-SAI-3-709. Polyethylene, virgin, blowing film grade, approx. 35,000 lb.; off grade, approx. 21,600 lb.; ref. No. FFO-SAI-3-710. Polystyrene, clear and colors, approx. 5,000 lb.; clear approx. 10,000 lb.; pink approx. 5,000 lb.; polyethylene, for blowing film, virgin and/or off grade, approx. 25,000 lb.; blowing grade, 10,000 lb.; FFO-SAI-3-711. Vinyl scrap; polyethylene resin; approx. 28 mt. each; ref. No. FFO-SAI-3-713. PA No. 489-901-256-3209. Limited worldwide (901). Bid deadline September 19. C&f or cif Pusan/Korean ports, all U.S. flag vessels. Korea Plastic Productive Cooperation, No. 289, Kwanchul-Dong, Chongro-Ku, Seoul. Copies of all offers should be sent air mail to the Bank of Korea, Attn: AID Section, and to the Director, USAID, c/o American Embassy, Seoul. SBC-339.

■ Polyethylene, high density and low density, 100 mt.; p.v.c. resin and compound, for injection extrusion and coating, 70 mt.; polyamide resin, 5 mt.; polystyrene resin, for general purpose and high impact, 20 mt.; polyacetal resin, 10 mt.; ref. No. FFO-SAI-3-706; fob price; c&f Pusan or Inchon, all U.S. flag vessels. Polyethylene for blowing film, virgin, and/or off grade, approx. 150,000 lb.; vinyl resin and vinyl copolymer resin compound, extrusion grade, approx. 22,000 lb.; ref. No. FFO-SAI-3-707; c&f or cif Pusan, all U.S. flag vessel. PA No. 489-901-256-3209. Limited worldwide (901). Bid deadline September 18. Korea Plastic Productive Cooperation, 289, Kwanchul-Dong, Chongro-Ku, Seoul. Copies of all offers should be sent airmail to the Bank of Korea, Attn: AID Section, and to the Director, USAID, c/o American Embassy, Seoul. SBC-339.

■ Polyethylene, film off grade, approx. 11,000 lb.; high density, approx. 5,000 lb.; polystyrene, general purpose crystal, approx. 15,000 lb.; ref. No. FFO-SAI-3-701. Polyethylene resin, for blowing film grade and/or film off grade, approx. 30,000 lb.; styrene polymer, crystal and/or color, approx. 10,000 lb.; ref. No. FFO-SAI-3-702. Polyethylene, film off grade, approx. 22,000 lb., high density, approx.

7,500 lb.; polyamide resin, nylon, approx. 700 lb.; ref. No. FFO-SAI-3-703. Polyethylene resin, blow film grade, virgin and/or sub-standard, approx. 100 mt.; ref. No. FFO-SAI-3-704. Polyethylene resin, blow film grade, virgin type, approx. 15 mt.; ref. No. FFO-SAI-3-705. PA No. 489-901-256-3209. Limited worldwide (901). Bid deadline September 17. Delivery c&f and/or cif Pusan, all U.S. flag vessel. Korea Plastic Productive Cooperation, No. 289, Kwanchul-Dong, Chong-Ku, Seoul. Copies of all offers should be sent air mail to the Bank of Korea, Attn: AID Section, and to the Director, USAID, c/o American Embassy Seoul. SBC-339.

■ **PAKISTAN**—Synthetic rubber. $21,000. IL No. 252633. Loan No. 391-H-066. U.S. source. Quotation deadline September 18. Pak General Boot Factory, S.I.T.E. Manghopir Rd., Karachi. Cable: KISHWAR. SBC-341.

283 Drugs

■ **CONGO**—Telmid, dithiazanine tablets, various sizes, 1,740 bottles; cofron elixir, liquid vitamin B12, liver preparation, 4 and 8 oz. size, 432 bottles; vi-daylin, same, 90 and 240 ml., 720 bottles. U.S. source. PA#660-370-000-355-3202. Bid deadline September 16. Pharmacies Africaines, Leopoldville. All prices are to be sent to: Balfour, Williamson, Inc., 84 William St., New York, N.Y. SBC-338.

HONG KONG—Pharmaceutical products. L. Jibsen & Co., (importer, exporter, manufacturer), 306 Kwong On Bank Bldg., 137-141 Queen's Rd., C., Hong Kong. WTD 8/16/63.

IRAQ—Pharmaceutical products; requests replies from manufacturers only. Direct purchase and agency. Noory's Wholesale Drug Store, (importer, wholesaler), 6/36 Ras al Qarya, Baghdad. WTD 1/23/63.

ITALY—Medicinal specialties, patent medicines; only interested in products of original synthesis. Direct purchase and agency. Farmaceutici Bruco S.r.l., (manufacturer, wholesaler, exporter of patent medicines, pharmaceutical products), 24/6 Sc. sin., via Canevari, Genoa. WTD 9/26/62.

NETHERLANDS—Veterinary pharmaceuticals, biologicals; exclusive basis. Arnhemse Pharmaceutische Onderneming Apharmo, (importing distributor), 15 Bloemiststraat, Arnhem. WTD 7/23/63.

Popular pharmaceuticals; ethical pharmaceuticals; exclusive basis; for the Benelux countries. N.V. Trifax, (importing distributor, manufacturer), 28 Binnenkant, Amsterdam. WTD 7/24/63.

QUATAR—Drugs, pharmaceuticals to complement present exclusive agency line. Doha Drug Store, (importer, wholesaler, retailer, commission agent), P.O. box 318, Doha. WTD 7/22/63.

SOUTH AFRICA—Liquorice block juice for pharmaceutical use. A. Blomson, (manufacturer's agent), P.O. box 3920, Cape Town. WTD 5/22/62.

SPAIN—Raw materials for use in the manufacture of pharmaceutical specialties, particularly in the fields of ophthamology, dermatology. Laboratorios del Norte de Espana, S.A., (manufacturer), Carretera de Barcelona, Masnou, Barcelona. WTD 6/25/63.

287 Agricultural Chemicals

■ **CONGO**—Endrine, emulsifiable concentrate 19.5%, in 5-gal. drums. Fob New York. PA No. 660-000-355-3001. U.S. source. Bid deadline September 16. Quota No. 1293/01/AID/01800-Quota Industries No. 36. Compagnie Commerciale Pek, P.O. box 498, Leopoldville. SBC-339.

■ Toxaphene 20% powder, $1,000, 50 lb. multiple export bags, ref. No. PG/BES. V. 44.462; toxaphene 73%, $7,000, 5 gal. U.S. drums; #463, D.D.T. 75% wettable powder, $4,000, 5-ply export paper bags of 50 lb., with asphalt lamination; #464, chlordane, $2,000, 5 gal. U.S. drums; #465, copper a compound, Dupont wettable powder, $4,000, in jute bags with polyethylene liner 50 lb.; #466, D.D.T. emulsifiable 46% concentrate, $5,000, in 458 lb. drums; #467 Diethyl parathion 60% emulsifiable concentrate, #468, $20,000, in 5 gal. U.S. drums; all above fas U.S. port Dar-es-Salaam; Diethyl Parathion 60% emulsifiable concentrate, $10,000, 5 gal. drums; ref. No. PG/BES. V. 44.450, D.D.T. emulsifiable 35% concentrate, $10,000, 458 lb. drums; #452, copper sulphate powder, $2,000, in 50 lb. burlap-covered export paper bags with asphalt lamination; #453, D.D.T. 50% wettable powder, $5,000, in 5-ply export paper box of 50 lb. with asphalt lamination; #454 D.D.T. 10% dust, $1,000, in 50 lb. multiple export bags, #455; H.C.H. 12% wettable powder, $1,000, in 5-ply export paper bags of 50 lb., with asphalt lamination, #456; copper oxycloride 53% copper, $2,000, in jute bags with polyethylene liner 50 lb., #457. Fas U.S. Port Matadi. PA#660-000-355-3009. Quota No. 122. Bid deadlines September 22. Leochim B.P. 542 Leopoldville, Republique du Congo. U.S. source. SBC-338.

■ Insecticide spray bombs, 2% D.D.T., $5,000, in suitable cardboard cases, ref. No. PG/BES. V. 44.458; D.D.T. wettable powder, $2,000, in 5-ply export paper bags of 50 lb. with asphalt lamination, #459; chlordane, $2,000, 5 gal. U.S. drums, #460; Dowpon agriculture herbicide, $17,000, 50 lb. multiple bags, #461. PA#660-000-355-3009. Quota No. 122. Bid deadline September 22. Leochim B.P. 542 Leopoldville. U.S. source. SBC-338.

■ Dowpow or equal, 85% sodium salt, for spraying, 50 lb. drums, $6,000, fas. Lugulu, S.P.R.L., B.P. 903, Bukavu, Republicque Du Congo. Quota No. 36. PA#660-000-355-3001. Bid deadline September 16. U.S. source.

■ D.D.T. insecticide in aerosol bombs, $10,000. Bid deadline September 12. Sedec, Leopoldville. PA#660-000-335-3002. U.S. source. SBC-338.

IRAQ—Agricultural insecticides, fungicides. Direct purchase and agency. Darwish al-Haidari, (importer, wholesaler, agent), Munir Abbas Bldg., South Gate, Baghdad. WTD 6/22/63.

291 Petroleum Refining

ITALY—Paraffin; requests replies in Italian, French, Spanish. Chimical, Srl., (importer, dealer), via Suor Maria Mazzarello, 21, Rome.

■ **KOREA**—Paraffin wax, semi/full refined, 140-150, approx. 1,000 mt. Ref. No. FFO-SAI-3-700. Bid deadline September 16. C&f and/or cif Pusan. Shipment on U.S. flag vessel. Federation of Taihan Soap Industrial Cooperatives, 200, 2-Ka, Taepyung-Ro, Chung-Ku, Seoul. Copies of all offers should be sent air mail to the Bank of Korea, Attn: AID Section, and to the Director, USAID, c/o American Embassy, Seoul. SBC-339.

MOROCCO—Refined paraffin in bars, melting point 143/148°F amp, in double jute bags of 75 k. net; requests replies in French. Societe d'Exploitation de Bougies au Maroc, S.E.B.A.M. Le Bougeoir, (importer) 53 rue Emir Abdelkader, (ex Colonel Seal), Casablanca.

301 Tires, Tubes

■ **CONGO**—Nylon triple truck tires, 825x20, 12 ply, 20 pcs., same 10, 900x20 and 750x20, 20 pcs. each; truck tubes, 825x20, 900 and 750x20, 20 pcs. each. Veelink belting, 100 ft. reels, size "A", regular rubber coated and oil proof neoprene coated, 100 ft. each/ same size "B", 300 ft. each; same "C", 300 ft. each, "D" same, 50 ft. each. Tires, tubes subject to GSA Defense Materials Services procedure. Quota No. 1293/01/A.I.D.-1/01642. U.S. source. Bid deadline September 16. Amato Freres, P.B. 8324, Leopoldville I. Cable: AMATEX SBC-339.

306 Fabricated Rubber Products

● **BURMA**—Rubber bands, all sizes; tender No. 19 PA-8/63; bid deadline September 23. Chairman, Civil Stores Committee (2), 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: WOrth 7-3381).

307 Plastics Products

ITALY—Semifinished and finished plastics products used in house construction or as furnishings or accessories for homes; requests replies from manufacturers only. Exclusive direct purchase and agency for all of Italy or for central and southern Italy. Dottor Mario Padovani, (agent), 34 Corso d'Italia, Roma.

314 Footwear, Except Rubber

SINGAPORE—Leather shoes, good quality; requests replies from manufacturers only. Gian Seng & Co., Ltd., (importer, wholesaler, retailer, exporter), 30-1 Raffles Pl., P.O. box 215, Singapore 1, Attn: Mr. Balwant Singh. WTD 2/28/63.

316 Luggage

SAUDI ARABIA—Suit, brief, attache cases. Muhammad Nur Salah Jamjum and Bros., (importer, distributor, wholesaler, retailer), P.O. box 12, Jidda. WTD 7/28/63.

321 Flat Glass Products

● **IRAN**—Various sizes, quantities of armored (bullet-proof) glass; Bid deadline October 23. Iranian Tobacco Monopoly, Iazvin Ave., Teheran.★ (Telephone: WOrth 7-4370).

NIGERIA—Plain and mirror glass, various sizes of 18, 24 and 32 oz.; muranice 24-oz. glass, sizes 24" x 36" and 14" x 37"; colored—blue, green, and yellow—4.5 mm. glass, sizes 24" x 36" and 13" x 36". Boripele Trading Co., (retailer), 104 Amunigun Rd., P.O. box 1501, Ibadan. WTD 7/15/63.

331 Steel Mill Products

■ **CHINA**—Seamless cold drawn low carbon steel heat exchanger tubes, astm A-179-58T, 7,900 pcs. PA#484-660-000-253-3217. U.S. source. Bid deadline September 18. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Rd., Taipei. Cable: TRUSTPUR, Taipei. Invitation No. CP2-2150-1. Detailed specifications, special instructions, conditions may be obtained from Mr. Joseph C. Wei, Acting Director, Division for the Central Trust of China, Chinese Government Procurement and Services Mission, Rm. 2123, 61 Broadway, New York 6, N.Y.

HONG KONG—Rock drill steels; requests replies from manufacturers only. Hon Kee, (importer, exporter, commission agent), 905 Canton Rd., Kowloon, Hong Kong.

■ **INDIA**—Electrical steel sheets, dynamo grade, 0.5 mm.x 6' x 3' or 8' x 4', max. core loss 2.4 w/kg. at 10,000 gauss, 50 cycles.

$31,185. Loan No. 386-H-082. U.S. source. Quotation deadline September 20. IL No. DL/55/356/03101/0212. C&f. The Jay Engineering Works, Ltd., 183A Prince Anwar Shah Rd., Calcutta 31. Cable, USHAKO, Calcutta. SBC-340.

■ Black Bars, billets, forging quality, 665-½ mt. various specifications, sizes. IL Nos. DL/55/569/03101/0059 and DL/55/569/02201/0321. Loan Nos. 386-H-082 and 217. U.S. source. Quotation deadline September 19. Shardlow India, Ltd., Huzur Gardens, Madhavaram High Rd., Madras 11.★ SBC-337.

■ Electrolytic tinplate, $63,000, coating .50 lb., base wgt. 100 lb., 27″ x 34¾″, temper 3, for manufacturing crown corks. IL No. DL/55/65/03101/0015. India Crown Cork Co., Ltd., P.O. box 278, Ballard Estate, Bombay 1.

■ Iron sheets, $11,176.20, Armco enameling, commercial quality, mill oiled, 20 SWG x 50$^{13}/_{64}$″ x 98$^{7}/_{16}$″. IL No. DL/55/329/03101/0170. Hindco Lighting Industries, Pr., Ltd., 29 New Queen's Rd., Bombay 4. Cable, HINDLIGHT, Bombay.

■ Stainless steel sheets, 7½ tons, aisi 18/8, non-magnetic, 316 quality, 10′ x 4′, 12′ x 4′, 10, 12, 14 gauge. IL No. DL/55/168/03301/73. T. Maneklal Mfg. Co., Ltd., Vaswani Mansions, Dinshaw Vachha Rd., Bombay 1.

All the above for loan No. 386-H-082. U.S. source. Quotation deadline September 19. SBC-337.

■ Stainless steel sheets, 66 mt., in coils 4′ wide, 2 mt. each, annealed and pickled, finish 2B one side No. 4 on other, aisi 304 or equal, USG 11, 14, 16: same. 8 mt., finish 2B both sides up to 11 USG, 2D both sides over 11 USG, aisi 316 or equal, USG 9, 14, 16; same, 6 mt., finish 2B both sides, aisi 321 or equal; stainless steel plates, 26½ mt., straight lengths, annealed and pickled, hot rolled, 5′6″ x 16′6″, aisi 316, ¼″-1″. IL No. DL/55/81/03301/0002. Loan No. 386-H-082. U.S. source. Quotation deadline September 19. Larsen & Toubro, Ltd., I.C. House, Dougall Rd., Ballard Estate, Bombay 1. SBC-337.

■ Alloy steel, 2⅜″ round, leaded aisi 4140, cold drawn stress relieved, heat treated to 28-35 Rockwell C, random lengths, 15,000 lb., bundles; same, excent 1⅝″ round, 6,000 lb.; alloy steel rounds, dia. 3¾″ to 8½″, lengths 5 ft.-75 ft. also 11½″ dia. x 2⅞″ long cut pieces, 30 Nos. $5,250 each import license. Loan No. 217. IL Nos. DL/55/32/02201/0033 and DL/55/32/03201/0062. U.S. source. Quotation deadline September 19. Christensen Longyear, (India), Ltd., IC House, Dougall Rd., P.O. box 278, Ballard Estate, Bombay 1. SBC-337.

■ M.S. black plain sheets, cold rolled, paneling quality, to British standard specification EN.2—ordinary, 30 mt. 8′ x 4′ x 10 swg, 20 mt. 8′ x 4′ x 12 swg. Required for fabricating switchboards and components of switchgear; processes involve shearing sheets to required sizes, forming and bending to shapes required, notching, punching, drilling. Loan No. 386-H-082. U.S. source. IL No. DL/55/1035/03101/0390. Quotation deadline September 21. The Mysore Electrical Industries Ltd., Site No. 7, 8 and 9, Industrial Suburb, Bangalore-Tumkur Rd., P.O. box 1601, Bangalore 22. Cable, EMEEAI, Bangalore. SBC-340.

■ Boiler quality steel plates, long list, large quantities, various sizes, specifications, descriptions. Loan No. 386-H-082. U.S. source. Quotation deadline September 19. IL No. DL/55/274/03101/0154. Enquiry No. BFR/ENQ/DLF/Boiler Plates/63. Textile Machinery Corp., Ltd., 1 & 3 Brabourne Rd., Calcutta. Cable, TEXMACO, Calcutta.★ SBC-340.

■ Steel items, large quantities, various specifications, diameters, and weights. Loan No. 217. U.S. source. Quotation deadline September 21. IL Nos. DL/55/411/02201/0414 and DL/55/411/03201/0076. Voltas, Ltd., Mechanical Division, 19 Graham Rd., Ballard Estate, Bombay 1. Cable, SATMOTOR. Further details of material specifications, quantities may be obtained from Tata, Inc., 425 Park Ave., New York 22, N.Y.★ SBC-340.

■ Tool and alloy steel and die blocks, Hardtem 'B' Brinnell 365/388, machined top and bottom, balance smooth forged, 56 pcs., various wgts., total 32,838 lb. Loan No. 217. U.S. source. Quotation deadline September 16. IL No. DL/55/323/03201/0095. Variety, (Agents), Pvt., Ltd., Plot 465, Scheme 47 C.I.T., Calcutta—for Man Industrial Corp., Ltd., Alli Chambers, Tamarind Lane, Bombay 1. SBC-340.

ITALY—Steel, stainless steel plates, rods, sheets, ribbons, wire, ingots, castings, alloy shapes. Direct purchase and agency. A. Pontecorvo & C., S.r.l., (importer, wholesaler), Piazza Navona 90, Rome.

■ **PAKISTAN**—Mild steel low carbon manufacturers' wire and wire rods; ms. plates and sheets; high speed steel squares, flats and rounds; high carbon steel for fabrication of cold working dies, punches and chisels, annealed; stainless steel sheets and rods. $23 036. C&f Karachi. Loan No. 391-H-066. U.S. source. Quotation deadline September 18. IL No. 344914. Riaz Enterprises, Ltd., 401 Muhammadi House, McLeod Rd., P.O. box 5135, Karachi 2. Cable, RIAZAT, Karachi.★ SBC-341.

■ Galvanized plain iron sheets, commercial quality, zinc coating approx. 1.25 oz./sq. ft. both sides, 8′ x 3′, gauges 22, 24, 26, 28, 30; galvanized corrugated sheets, same 10/3″ corrugation, 8′ x 3′, gauges 24, 26, 28: machine cast foundry pig iron; hot dipped cold reduced coke tin plates, unassorted, 1.25 lb. pot yield, 18¾″ x 28″ and 20″ x 30″, 30 gauge; electrolytic tin plates, unassorted, 30 gauge, 0.75 lb. coating, 18¾″ x 28″ and 20″ x 30″ coating; mild steel plates, hot rolled, commercial quality, 8′ x 4′ x ⅛″ to 1″; high speed steel square bars, ½″-1½″. $15,540. Loan No. 391-H-066. U.S. source. IL No. 342351. Quotation deadline September 18. H. Akberali & Co., Ltd., Lotia Bldg., Serai Rd., Karachi. Cable, AMRELIWALA, Karachi. SBC-341.

335 Rolling, Drawing, Extruding of Nonferrous Metals

FRANCE—Electrical wire, ordinary or insulated. Ets. Cousin Freres, (manufacturer, dealer), 8 rue Abbe Bonpain, Wervicq, Nord. WTD 8/14/63.

■ **GREECE**—Kaiser aluminum alloy e.c. billet, 8″ x 31″, 20 mt. Payment 6 mon. sight draft. Loan No. 240-H-28. U.S. source. Quotations desired by September 20. Metallotechnica S.A., Agias Annis 35, Athens. SBC-343.

● **IRAN**—Protodur type NYY underground cables 4 x 2.5 (1,641 yd.), 4 x 1.5 (1,641 yd.), 4 x 4 (1,641 yd.), 4 x 6 (1,094 yd.), 4 x 10 (547 yd.), 3 x 16 + 10 (1,094 yd.), 3 x 25 + 16 (547 yd.); armoured oiled underground cables 3 x 35 + 25 (547 yd.); 3 x 50 + 35 (1,641 yd.). Bid deadline October 22. The Iranian Tobacco Monopoly, Qazvin Ave., Tehran.★ (Telephone: WOrth 7-2162).

ITALY—Copper, zinc plates, rods, sheets, ribbons, wire, ingots, castings, alloy shapes. Direct purchase and agency. A Pontecorvo & Co., S.r.l., (importer, wholesaler), Piazza Novona 90, Rome.

● **NEW ZEALAND**—Supply, installation of two 3-phase 33 kv. cable circuits with a combined route length of approx. 1125 ft., outdoor terminations, accessories, spares; tender No. 424, bid deadline September 24. Secretary, Tenders Committee, New Zealand Electricity Dept., Wellington.★ (Telephone: WOrth 7-2162).

● **PAKISTAN**—Cable underwater telegraph, 3/.036 stranded copper conductor, single core, vir insulated, trs sheathed, lead antimony alloy jacketted and wire armoured, approx. 8,800 yd. Tender no. Pur-3-16/63/494. Bid deadline September 19. Mr. F. Rizivi, Purchase Co-Ordinating Officer, Telegraph and Telephone Directorate General, Block No. 48-a, Pakistan Government Offices, Shahrah-e-Iraq, Karachi.★ (Telephone: WOrth 7-2162).

● Self-supporting aerial cable 50 prs. 20 lb., 21,200 yd., self-supporting aerial cable 30 prs. 20 lb., 20,300 yd.; tender No. Pur-3-13/63/493, bid deadline September 17. Mr. F. Rizwi, Purchase Co-Ordinating Officer, Pakistan Telegraphs and Telephone Directorate General, Block No. 48-A, Government Offices, Shahrah-e-Iraq, Karachi.★ (Telephone: WOrth 7-2162).

336 Nonferrous Foundries

MOROCCO—Round annealed aluminum, copper, brass sheets; dia. 150-200 mm. thickness 0.5 mm.; dia. 200-400 mm., thickness 0.8-1.5 mm.; for manufacture of housewares. Requests replies in French. Mr. Meyer Amar, (importer), 117 rue Emir Abdelkader, (ex Colonel Seal), Casablanca.

342 Cutlery, Hand Tools, General Hardware

ITALY—Stapling pliers of the hog ring type used for installing covers on automobile seats; requests replies from manufacturers only. Direct purchase and agency. Autoforniture M.A.R.A., (wholesaler), Vicolo della Moretta, 13, Rome.

NICARAGUA—Hardware for desks, furniture. Muebles Modernos, S.A., (manufacturer of furniture), Ing. Uriel Arguello Pasos, Apartado 2404, Managua. WTD 8/6/63.

SOUTH AFRICA—Tradesman's hand tools; desires good quality tools for mechanics, carpenters, electricians, masons, plumbers, hobbyists. Requests replies from manufacturers only. Brock, Tuchten, (Pty.), Ltd., (importing distributor), P.O. box 3281, Cape Town.

Farmers' fence construction tools; desires good quality wire strainers, pullers, pliers, cutters, accessories. Requests replies from manufacturers only. Brock, Tuchten, (Pty.), Ltd., (importing distributor), P.O., box 3281, Cape Town.

VENEZUELA—Tools for mechanics, plumbers, carpenters, masons. Direct purchase and agency. VRO Victor Co., (importer, wholesaler, sales agent), Palma a Municipal 9, Caracas, D.F. WTD 7/10/63.

343 Heating Apparatus, Plumbing Fixtures

NETHERLANDS—Gas apparatus such as burners, heating equipment, gas hot water heaters. Jacob Bakker IJzerhandel, (importing distributor), 8 Kalanderstraat, Enschede. WTD 7/31/63.

344 Fabricated Structural Metal Products

FRANCE—Steam boilers. France-Industrie, (manufacturer, importer), 4bis, rue Victor Hugo, Houplines, Nord. WTD 8/16/63.

● **TAIWAN**—One set outlet trunnion for 1000 hp. raw cement mill, one set each outlet and inlet trunnion for 800 hp. cement mill. Job No. 63028A, bid deadline September 16. Taiwan Cement Corp., 113 Chungshan N. Rd., Sec. 2, Taipei.★ (Telephone: WO 7-5589).

349 Fabricated Metal Products

FRANCE—Mechanical parts: gates, joints, cocks, taps, flanges, tubes—for the petroleum industry. Europeenne De Distribution & D'Equipment, (importer, dealer), 25 rue J. J. Rousseau, Paris 1er.

● **IRAN**—Valves, seven, steam pressure reducing and insulation for steam and hot water pipe; bid deadline October 28. The Iranian Tobacco Monopoly, Qazvin Ave., Tehran.★ (Telephone: WO 7-5589).

● Supply of 1,350 semi-elleptic springs, 17 leaf, for 20-ton cars. Closing date October 7. Iranian State Railway, Tehran, officials suggest that interested firms make appropriate arrangements with their local agents.★ (Telephone: WOrth 7-4816).

NETHERLANDS—Cocks, valves, gauges, automatic pressure regulators for gas tanks. Jacob Bakker IJzerhandel (importing distributor), 8 Kalanderstraat, Enschede. WTD 7/31/63.

351 Engines, Turbines

INDONESIA—Gasoline motor, 3-4 hp., 1000 units, to power motorized tri-shaws to be assembled in Surabaya. C. V. Adji, (importer, exporter, Djl. Bongkaran 48/I (atas), Surabaya. WTD 2/13/63.

352 Farm Machinery

IRAQ—Farm poultry equipment, attachments. Direct purchase and agency. Darwish al-Haidari, (importer, wholesaler, agent), Munir Abbas Bldg., South Gate, Baghdad. WTD 6/22/63.

ITALY—Agricultural machinery, implements, particularly tractors from 70 hp. to 200 hp., small agricultural tractors from 12 hp. to 20 hp., motor tillers, threshing machines, water pumps, requests replies from manufacturers only. Direct purchase and agency. O.A.C.R.I. Organizzazione Agricola Commerciale Ribolla, (wholesaler, retailer, agent), via Rosolino Pilo, 31, Palermo, Sicily.

SOUTH AFRICA—Air conditioning, cooling appliances, low-priced units desired; portable insecticide spraying and powder-dusting equipment, not power operated; sheep shearing equipment, all types of shears, tools in this field; pruning equipment of all types, pruning shears, scissors and knives; requests replies from manufacturers only. Brock, Tuchten, (Pty.), Ltd., (importing distributor), P.O. box 3281, Cape Town.

353 Construction Machinery

FRANCE—Public works equipment, all kinds; motor-grader tractor spare parts. Materiel & Travaux, (importer, dealer), 8 rue Westmeyer, Ivry-sur-Seine, Seine. WTD 8/20/63.

■ **GREECE**—Lightweight diamond core drills, three, rings must be of dismantling type, parts, rotary mechanism hoisting system, gear box, engine of rig, skid base to be mounted, mast. Circulating system, engine mud pump, will compose a separate unit skid mounted. Ref. No. 370-PA#240-898-128-1203. Limited worldwide (898). Bid deadline September 30. Kingdom of Greece, Ministry of Agriculture, General Direction of Agriculture, Land Reclamation Service, V Direction, Athens. Detailed specifications may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. If selected offer is from the U.S., purchase will be financed by AID under the PA cited, or with free dollars. SBC-342.

HONG KONG—Rock drills; requests replies from manufacturers only. Hon Kee, (importer, exporter, commission agent), 905 Canton Rd., Kowloon, Hong Kong.

■ **INDIA**—Motor-operated traveling gantry crane for turbine room with all accessories and main hoist, 125 tons—tested load 150 tons; floor operated, motor-driven overhead traveling cranes with all accessories, capacity of main twist 25 tons—tested load 30 tons. Loan No. 386-H-007. U.S. source. Bid deadline September 25. Tender No. Project/Satpura/Group-B/V/3135-P; Ref. No. D/ENQ/744. Director General of Supplies and Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained for $27.30 (not refundable) from the India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C., 20008. SBC-340.

IRAN—Rice tillers, gasoline or kerosene-operated; Mohsen Nourandi, (sole proprietorship), Seraye Hajebod-doleh, Baazar, Teheran. WTD 4/13/63.

● **IRAN**—Lift trucks, one mobile 3-ton and 4 electric one-ton units; Bid deadline October 27. Iranian Tobacco Monopoly, Teheran.★ (Telephone: WO 7-5589).

PHILIPPINES—Fork lifts, tow motors, warehouse dollies, 150 units; requests immediate offers. Don Marshall, President, Luzon Stevedoring Corp., P.O. box 582, Manila.

SOUTH AFRICA—Borehole equipment, windmill accessories: all types of tools, equipment used for lifting, clamping, lowering pipes in boreholes, wells; requests replies from manufacturers only. Brock, Tuchten, (Pty.), Ltd., (importing distributor), P.O. box 3281, Cape Town.

TURKEY—Construction, road-building machinery of all kinds; requests replies from manufacturers only. Isak V. Salti, (sales agent), Piyasa Han, Asirefendi Caddesi, Istanbul. WTD 8/20/63.

354 Metalworking Machinery

■ **CONGO**—Bench lathes, four, with quick-change gears, 12″ swing, 24″ centers, 42″ bed, with accessories; bench lathes, three, with quick-change gears, 12″ swing, 36″ centers, 54″ bed, with accessories; $5,800. Electric power drills, 40, Universal AC-DC, 25/60 cycles, 230 v.; electric heavy duty drills, 20, Universal AC-DC, 230 v., 50 cycles; bench grinders, 20, ½ hp., motor ac only, 230 v., 50 cycles, single phase; bench grinders, 7, 1 hp., motor ac only, 380 v., 50 cycles, 3 phase; $4,200. PA No. 660-000-355-3206. U.S. source. Bid deadline September 20. Quota No. 1292/01/AID-1/115. De Schulthess & Co., Ave. F. Daese-Residence Atlantic, B.P. 8396, Leopoldville.★ SBC-339.

INDIA—Irregular double seaming machine, new or reconditioned, for double seaming bottom joint of box in 22-bg steel of dimensions 10¾″ x 3¾″; requests price quotations, catalogues, estimated delivery date. The Hyderabad Allwyn Metal Works, Ltd., (importer, fabricator of sheet metal), G.B. Gadre, Technical Adviser, Sanatnagar, Hyderabad 18, Andhra.

■ Milling machine, fully automatic; 6-twist drills spiral flute grinding machines, special grinder for grinding back clearances in straight shank drills; rotating type table shot blasting machines; high frequency heat treatment equipment; prole projector with 500 mm. dia.; fully automatic straight shank twist drills, two; three dimension engraving machine; electrolytic rinder; oil mist filter units, nine. Loan No. 36. U.S. source. Quotations desired by September 16. Sub-Loan No. 11. Indian Tools Manufacturers, Ltd., 101, Sion Rd., Sion, Bombay 22.★ SBC-343.

NEW ZEALAND—High-speed braiding machine with 16 to 24 carriers for manufacturing plastic covered wire in one in. dia. sizes. Radio Corp. of New Zealand, Ltd., (manufacturer), P.O. box 696, Wellington. WTD 11/2/62.

Hydraulic-operated press brake machine with electronic control equipment for molding steel sheets of 8 ft. and up, by ¼″ thickness; price quotations and other particulars urgently requested. Gollin and Co., Ltd., (importer, exporter, merchant), Attn.: Mr. Adams, P.O. box 794, Wellington. WTD 6/24/63.

Continuous casting machine of either vertical or horizontal type, capable of casting either bar stock, tubing or billets in copper base alloys. Spackman Engineering Co., Ltd., (manufacturing engineers), 28-30 Kingsford Smith St., Rongotai, Wellington, E3. WTD 8/13/63.

NIGERIA—Metalworking machinery. Direct purchase and agency. Metalloplastica, (Nigeria), Ltd., (manufacturer of plastics), 8/9 Queen's Barracks Rd., (P.O. box 608, Lagos), Apapa, Lagos. WTD 7/12/63.

SOUTH AFRICA—Tradesman's electric tools; desires good quality tools for mechanics, carpenters, electricians, masons, plumbers, hobbyists. Requests replies from manufacturers only. Brock, Tuchten, (Pty.), Ltd., (importing distributor), P.O. box 3281, Cape Town.

Farmers' irrigation and borehole piping tools; desires good quality wrenches, spanners, pipe threaders, vices; requests replies from manufacturers only. Brock, Tuchten, (Pty.), Ltd., (importing distributor), P.O. box 3281, Cape Town.

VENEZUELA—Tools for mechanics, plumbers, carpenters, masons. Direct purchase and agency. VRO Victor Co., (importer, wholesaler, sales agent), Palma a Municipal 9, Caracas, D.F. WTD 7/10/63.

355 Special Industry Machinery

● **CEYLON**—Brick and tile factory machinery, two factories; supervise erection, installation, commissioning, testing of plant and machinery. Bid deadline October 30. National Small Industries Corp., 181 Sir James Peiris Mawatha, Colombo, 2.★ (Telephone: WO 7-5589).

■ **CHINA**—Anti-acid automatic vacuum seamer, seaming capacity 80/85 tins per min.; adjustable to different size tins, with large head 307 dia. clincher and motor 220 v., 50 cycle, 2.2 kw.; vacuum pumps for seamer with motor 220 v., 50 cycle, 3.7 kw.; anti-acid change parts and head parts for 211 dia.; anti-

acid change parts and head parts for 301 dia.; two sets each. China Development Corp., on behalf of Hwa Chen Canned Food Industrial Corp., No. 22, 13-Lane Kaiyuan Rd., Tainan, Taiwan.

■ Spare parts for soda ash plant. Includes parts for "Zahn & Co." W. Germany compressor 304, steam engine 4 ET 14, "Mono" Co_2 analyzer, 6-color point recorder, electronic equipment, power fuse, and pumps; parts for "Fischbein" portable bag closer; machinery for lime kiln, Nash Engineering; or equals. China Development Corp., on behalf of South East Soda Manufacturing Co., Ltd., 70, 2-Sec., Chung-Shan Rd., N. Taipei, Taiwan.

Both the above for loan No. 113. Worldwide (899). Quotation deadline September 20.★ SBC-340.

HONG KONG—Shrinkage machines for men's cotton shirt collars; requests replies from manufacturers only. Spear Shirt Co., Ltd., (garment manufacturer, exporter, store retailer), Rm. 825 Central Bldg., P.O. box 938, Hong Kong. WTD 2/6/63.

■ **IRAN**—Foil rolling machines, four, for aluminum foil, all having three rolls of 250/180/250 mm. dia. and 800 mm. width, hydraulically operated; foil trimming machine; joining machine; roll grinding machine; annealing furnace. Loan No. 89. U.S. source. Quotation deadline September 16. Iran Roll Co., C/o Loans Dept., Industrial & Mining Development Bank of Iran, P.O. box 1801, Teheran. Cable, INM'DEL, Teheran.★ SBC-340.

IRAQ—Dairy, milk products plant, machinery, equipment; also one cream pasteurizer, acpacity one ton per day. Rafidain Dairy Factory, (producer, wholesaler), Salah al-Din St., Karkh, Baghdad. WTD 8/8/63.

Dairy plant machinery, equipment. Direct purchase and agency. Darwish al-Haidari, (importer, wholesaler, agent), Munir Abbas Bldg., South Gate, Baghdad. WTD 6/22/63.

IRAQ—Thread reeling machinery for winding thread from large reels to small bobbins; requests literature and competitive price quotations from manufacturers only. Mahdi Saleh al-Rawi, (importer, wholesaler, manufacturer), Taht al Takya, Shorja Market, Baghdad.

MOROCCO—Automatic and remote control equipment for tuna cannery with capacity of 60 tons a day; equipment includes thermostats, thermometers, on/off switches. Societe Generale de Pecheries et Conserves au Maroc, (fish cannery, exporter), Ave. d'Espagne, B.P. 301, Tangier. WTD 2/5/63.

NIGERIA—Plastic machinery. Direct purchase and agency. Metallonlastica, (Nigeria), Ltd., (manufacturer of plastics), 8/9 Queen's Barracks Rd., P.O. box 608, Lagos) Apapa, Lagos. WTD 7/12/63.

■ **PAKISTAN**—Turnings crusher, complete; spares, consisting of three sets each shredder rings and ring shafts, two sets grate bars, one set each combination breaker and grinding plate, grate bar tighteners, tinko bearings, lower side and recess liners. Loan No. 194. Worldwide (899). Quotation deadline September 16. Metal Processing Industries, Ltd., Oriental Bldg., McLeod Rd., Karachi 2. Cable, SCRAP. Requests for additional information should be addressed to Bank of America, 41 Broad St., New York 15, N.Y.★ SBC-340.

SAUDI ARABIA—Postage stamp printing equipment; desires descriptive brochures, literature, price lists; requests replies from manufacturers only. Muhammad Fazil 'Abd Allah 'Arab, (importer, wholesaler, distributor, commission agent), P.O. box 39, Jidda. WTD 7/28/63.

SOUTH AFRICA—Machines for use in manufacturing fiberboard and similar type suitcases, including benders, cutters, riveters, nailing machines, sewing machines, metal bending machines; requests quotations c.i.f. South African ports from manufacturer who could supply the various items to make up the complete unit. J. Solomon & Son, (Pty.), Ltd., (importing distributor), P.O. box 675, Cape Town. WTD 2/21/63.

● **TAIWAN**—One set electric precipitator, outdoor, for treating flue gas from a 250mt./day short rotary kiln with double-pass lepol grate preheater, 220v., 60 cycle, 3-phase, plus recommended spare parts for 2-yr. operation. Job No. 63042A, bid deadline September 16. Taiwan Cement Corp., 113 Chungshan N. Rd., Sec. 2, Taipei.★ (Telephone: WO 7-5589).

TURKEY—Complete plant for the manufacture of plastic floor tiles, sheets. Melodi Plak ve Ses Endustrisi (Melody Recording & Sound Industry), (manufacturer), Istiklal cad., Lion Magazasi Yani, Istanbul. WTD 8/19/63.

■ **UNITED ARAB REPUBLIC**—Mixer, size 3-A Banbury, or equal, complete with drive motor, controls, normal accessories; 22" plastics mills, two, arranged in a twin mill unit, complete with reduction drives, flexible couplings, motors and controls; general purpose calender, 24", three-roll, complete with reduction drive, flexible couplings, motors and controls; manufacturer's recommended list of spare parts. Loan No. 123. Worldwide (899). No bid deadline stated. El Nasr Co. for Rubber Products, 22 Soliman Eli-Halabi St., Cairo, where technical details available. SBC-340.

● Machinery for spinning and preparing wool yarn for carpet and blanket plant, three units —presumably frames. Bid deadline November 5. The General Organization for Executing the Five-Year Industrial Plan, 6 Khalil Agha St., Garden City.★ (Telephone: WO 7-5589).

356 General Industrial Machinery

■ **GREECE**—Vertical, 2 cylinder, low speed compressor of about 70 t.r. capacity, corresponding shell and tube ammonia condenser, ammonia receiver, separator and float control valve. Loan No. 240-H-028. U.S. source. Quotation date September 22. Vassilios Sot. Bandaloucas Ice and Cold Storage Plant, A.R.T.A. SBC-343.

NETHERLANDS—Pumps for food and chemical industry, made of monel, stainless steel glassed, precision-made, either gear rotary, or vane type: requests replies from manufacturers only. Direct purchase and agency. Handel Maatschappij Schulte & Co., N.V., (importing distributor), 58A Everard Meysterweg, Amersfoort. WTD 4/8/62.

● **TAIWAN**—One set rotary parking machine for simultaneously filling and weighing portland cement into valved paper bags, automatically discharge filled bags to the conveyor. Two sets travelling belt-type lorry loader, capable of receiving 40-50 kg. packed portland cement bags through an integrally mounted tripper from a feeding belt conveyor already provided. Job No. 63055A, bid deadline September 16. Taiwan Cement Corp., 113 Chungshan N. Rd., Sec. 2, Taipei.★ (Telephone: WO 7-5589).

357 Office, Computing, Accounting Machines

● **BURMA**—Scales, balances, $42,000 worth. Offer notice No. 18PA-8/63, Item No. 34, bid deadline September 16. The Chairman, Civil Stores Committee No. 2, 77/91, Sule Pagoda Rd., Rangoon.★ (Telephone: Worth 7-3518).

IRAQ—Postage-metering machinery; requests immediate replies from manufacturers only, with catalogues, price quotations. Nasra al-Mudarris, Director General of Posts, Telephone and Telegraph (Government agency), Baghdad.

ISRAEL—Calculating, dictating machines; requests replies from manufacturers only. Direct purchase and agency. Edward A. Dwek, (importer, manufacturer's agent), P.O. box 22063, Tel Aviv. WTD 7/10/62.

SAUDI ARABIA—Typewriters, accounting machines. Dabbus Stores, (importer, wholesaler, retailer), P.O. box 157, Jidda. WTD 7/20/63.

SPAIN—Office equipment; typewriters, calculating machines, cash registers, safes, metallic furniture, Comercial Maza Ltds., (importer, retailer), 43 Falange Espanola, Ceuta, Espana.

358 Service Industry Machines

FRANCE—Dry-cleaning and laundry machinery. France-Industrie, (manufacturer, importer), 4bis, rue Victor Hugo, Houplines, Nord. WTD 8/16/63.

NORWAY—4-6 coin-operated dry cleaning machines. Ski Conditori, (new coin-operated dry cleaning business), Ski. WTD 8/5/63.

360 Electrical Machinery, Equipment, Supplies

FRANCE—Electrical spare parts, appliances using tungsten, molybdenum, titanium. Europeenne De Distribution & D'Equipment, (importer, dealer), 25 rue J. J. Rousseau, Paris 1er.

361 Electric Transmission, Distribution Equipment

● **AUSTRALIA**—Supply of 25-100 aluminium, outdoor type, transformer tanks. Tender No. C9295, bid deadline September 17. The Controller, Stores and Contracts, Postmaster-Generals' Dept., 7th Fl., 114 Russell St., Melbourne, C.I. Victoria.★

■ **CHINA**—Induction voltage regulator, oil-immersed, self-cooled type, motor operated, automatic controlled, 3 phase, 60 c/s, self capacity 150 kva, line capacity 1000 kva, p.v. 3,300 v., s.v. 3,300 ± 580 v.; receiving panel, indoor cubicle type for 810 kw. silicon rectifier, d.c. 3000A at 270 v, 6000A at 135 v.; control panel, indoor cubicle type for silicon rectifier. Loan No. 113. Worldwide (899). Quotation deadline September 16. China Development Corp., on behalf of Cheng Tai Chemical Co., Ltd., Taipei, Taiwan. SBC-340.

FRANCE—Electric transmission, distribution equipment, spare parts, switchgears, all switchboard apparatuses; requests replies in French. Direct purchase and agency. Ets. Camus, (importer, dealer), 10 rue du Marechal Leclerc, Ronchin-lez-Lille, Nord. WTD 1/17/63.

■ **INDIA**—Control panels, 132 kv., 3 Nos; control panels, 33 kv., 24 Nos.; transformer panels, 6 Nos. Loan No. 190. U.S. source. Bid deadline October 25. Tender No. Project/3141-P/DVX/V. Ref. No. D/ENQ/751. Director General of Supplies and Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained for $7.35 (not refundable) from the India Supply

Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-340.

■ **TURKEY**—Coupling capacitors (potential device), and line coupling tuners, 20. 154 kv, range of carriers frequency, 30 to 300 kcs. PA#277-700-901-356-3227. Limited worldwide (901). Etibank General Management, Sihhiye, Ankara. Bid deadline September 16.★ SBC-342.

362 Electrical Industrial Apparatus

ITALY—Electric motors, very small size 110-125 v., 50-60 cycle, 4 pole, 40-50 watt reversible direction. Costruzioni Elettroniche e Meccaniche di S. Cabasino, (manufacturer, wholesaler), Via Salandra 34, Rome.

■ **PAKISTAN**—Balancing and modernization of existing G.I. pipe manufacturing plant: automatic threading unit for water and gas pipe, ½"-3" dia, 2 Nos.; automatic transfer table; complete electric equipment for motors, tooling requirements; pipe straightener, complete unit; induction welding equipment, complete. Loan No. 194. Worldwide (899). Quotations desired by September 16. Hyesons Steel Mills, Ltd., Abdul Hayee Chambers, P.O. box 7353, Dockyard Rd., W. Wharf, Karachi 2. Cable: HYSTEEL, Karachi. SBC-343.

363 Household Appliances

HONG KONG—All types of household electrical appliances. L. Jibsen & Co., (importer, exporter, manufacturer), 306 Kwong On Bank Bldg., 137-141 Queen's Rd., C., Hong Kong. WTD 8/16/63.

IRAQ—Gas cooking stoves, refrigerators, air coolers, washing machines; requests replies from manufacturers only. Direct purchase and agency. Ahmed Al-Bassam, (importer, wholesaler, retailer, agent), 11-11 Safafir St., Baghdad. WTD 11/30/62.

MALAYA—Electrical household items, available current in 220 v. range: food mixers, irons, kettles, washing machines, hair dryers, toasters, shavers, tape recorders. Muller & Phipps, (Malaya), Ltd., (importer, indent agent), P.O. box 604, Jalan Mountbatten, Kuala, Lumpur.

SPAIN—Sewing machines, electric washing machines, knitting machines. Comercial Maza Ltda., (importer, retailer), 43 Falange Espanola, Ceuta, Espana.

SYRIAN ARAB REPUBLIC—Parts, accessories for refrigerators, washing machines; small household electric appliances, (importer, wholesaler, retailer, manufacturers' representative). Osman Absi, Awkaf Bldg., Post Office S., Aleppo. WTD 7/24/63.

364 Electric Lighting, Wiring Equipment

FRANCE—Quartz line lamps; requests replies in French. Societe A.E. Cremer, (manufacturer, importer, dealer), 183, rue Lecourbe, Paris 15.

Various bulbs, including incandescent, fluorescent, xenon discharge, mercury vapor bulbs; special lamps for laboratories. Direct purchase and agency. Ets. Cunow, S.A., (importer, agent), 12 Bld. Poissoniere, Paris 9. WTD 7/25/63.

■ **TURKEY**—Sealed beam headlamps, Tung-Sil lamp Nos., 6006, 6012, 4001, 4002, various. $5,000 fob U.S. port of cif Istanbul. Import license No. 1775. PA#277-700-901-356-3227. Limited worldwide (901). Quotations desired by September 7. Leon Bensason, Mahutpasa, Haci cami sokak No. 6, Mahmutpasa, Istanbul.★ SBC-338.

365 Radio, Television Receiving Sets

SPAIN—Radio, television receivers, record players, musical records, projectors, movie cameras. Comercial Maza Ltda., (importer, retailer), 43 Falange Espanola, Ceuta, Espana.

367 Electronic Components, Accessories

■ **GREECE**—Electronic tubes, 214 items; crystal diodes, 34 items; transistors, 14 items. All in various quantities, descriptions. Reference No. 372. PA#240-700-898-221-2202. Limited worldwide (898). Bid deadline September 17. Hellenic Telecommunications Organization, Ltd., (OTE), Supply Dept., Athens. Copies of detailed specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. If selected offer is from U.S., purchase will be financed by AID under the PA cited, or with free dollars. SBC-342.

369 Electrical Machinery, Equipment, Supplies

FRANCE—Storage batteries, primary batteries; requests replies in French. Direct Purchase and agency. Ets. Camus, (importer, dealer), 10 rue du Marechal Leclerc, Ronchin-lez-Lille, Nord. WTD 1/17/63.

371 Motor Vehicles, Motor Vehicle Equipment

COSTA RICA—Two new tractors; three used closed top trailers (van) for hauling in the Central American Republics (transportation co.); requests offers as soon as possible with medium term financing if possible. Correspondence preferred in English or Spanish. Transportes Aeropuertos, Ltda., Apartado 4393, San José. WTD 9/4/62.

■ **GREECE**—Fire-fighting vehicles for particularly facing fires caused by liquid fuels, two. Reference No. 374. PA#240-898-221-2203. Limited worldwide (898). Bid deadline September 23. Kingdom of Greece, Ministry of Trade, Direction General of Procurements, Direction B, State Purchases, Section D, Office I, Athens. Copies of detailed specifications and conditions may be obtained from the Greek Foreign Trade Administrtaion, 2211 Massachusetts Ave., NW., Washington, D.C. If selected offer is from U.S., purchase will be financed by AID under the PA cited, or with free dollars. SBC-342.

SAUDI ARABIA—Replacement parts for U.S.-made trucks, buses. Arabian Motor Transport Co., Ltd., (public transport), P.O. box 172, Mecca. WTD 5/3/62.

SPAIN—Automobiles. Comercial Maza Ltda., (importer, retailer), 43 Falange Espanola, Ceuta, Espana.

SWEDEN—Vehicle exhaust fume eliminators. Direct purchase and agency. Ingeniorsfirman K.O. Krohn, (manufacturer's agent), Johannebergsgatan 18, Goteborg C. WTD 10/10/62.

Automotive shock absorbers; repair and replacement parts for motor vehicles. Direct purchase and agency. S.A.B.A. Distributors Co. AB, (wholesaler, agent), Nicoloviusgatan 6B, Malmo V. WTD 2/4/63.

VENEZUELA—Auto spare parts, accessories; requests replies in Spanish. Auto Repuestos La Castellana, C.A., (importer, retailer), Avenida Fco. de Miranda No. 18, Chacao, Caracas. WTD 7/9/63.

373 Ship Building, Repairing

■ **BURMA**—Police patrol launches, 48' long, with twin marine diesel engines, 10 Nos.; same, 36' 6", 36 Nos. Craft to be powered by two sets of type "A" and two sets for type "B" of naturally aspirated four stroke diesel engines of either General Motors or Perkins type H 6-354 marine diesel engine. Tender No. BP/AID/30. PIO/C No. 482-71-111-9-90006. Worldwide (899). Bid deadline September 24. The Inspector General of Police, c/o Police Supply Dept., No. 147, Anawrahta St., Rangoon. SBC-342.

375 Motorcycles, Bicycles, Parts

SPAIN—Motorcycles, bicycles. Comercial Maza Ltda., (importer, retailer), 43 Falange Espanol, Ceuta, Espana.

381 Engineering, Laboratory, and Scientific, Research Instruments

MALAYA—Teaching aids; scientific equipment for schools, colleges. Eusuff Bros., Ltd., (importer, retailer, wholesaler), 523 Jalan Tuanku Abdul Rahman, Kuala Lumpur. WTD 8/1/63.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

FRANCE—Automatic control devices, thermostatic, pressure control. Direct purchase and agency. Pro-Techna, (importer, agent), 33/35 Ave. Castelnau, Drancy, Seine. WTD 8/14/63.

384 Surgical, Medical, Dental Instruments

MOROCCO—Hypodermic syringes, absorbent cotton, adhesive tape; requests replies from manufacturers only. Direct purchase and agency. Mr. Levy Jacques Pharmacie du Caducee, (importer, wholesaler, retailer), 337 Blvd. Mohammed V, Casablanca. WTD 9/17/62.

SWEDEN—Dental plaster, wax, investment; plaster dressings. Direct purchase and agency. Paul Ehrlander & Co., (wholesaler, agent), Stenkolsgatan 1E, Goteborg H. WTD 3/8/63.

Hospital, medical apparatus. Direct purchase and agency. Cortec AB, (manufacturer's agent, importing distributor), Nicoloviusgatan 8A, Malmo. WTD 9/26/62.

386 Photographic Equipment

FRANCE—Spare parts for projectors; cinema, television; requests replies in French. Societe A. E. Cremer, (manufacturer, importer, dealer), 183, rue Lecourbe, Paris 15.

■ **INDIA**—Tape recorders, 4 units; tape, magnetic recording, 200 units; reels, plastic, 96 units; tape splicing, 8 units; splicer, tape, 4 units; photographic equipment, such as projectors, cameras, microphones, screens, public address systems, lamps, timers, enlargers, flash units, tanks and exposure meters. Tender No. B-1126. PIO/C No. 386-J-28-AB-9-30307. Limited worldwide (901). Bid deadline September 24. India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008, where specifications may be obtained. SBC-342.

ITALY—Motion picture cameras, synchronized sound recorders. Ital Caribe Cinematografia, S.r.l., (motion picture producer), via G. Pisanelli 2, Rome.

Motion picture film, 35 to 16 mm. Julia Film, S.p.A., (motion picture producer), Viale Bruno Buozzi 59, Roma.

SAUDI ARABIA—Photostat equipment for documents, maps. Dabbus Stores, (importer, wholesaler, retailer), P.O. box 157, Jidda. WTD 7/20/63.

387 Watches, Clocks, Clockwork-Operated Devices, Parts

● **BURMA**—Various quantities of watches, clocks, chronometers, stop watches, spare parts valued at $399,000. Tender No. 21 PA-8/63, bid deadline October 7. Chairman, Civil Stores Committee (2), 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: WO 7-2312).

IRAN—Master clock, combination mechanical and electrical, high accuracy, for use in controlling power system frequency. To be shipped by air. The Managing Director, Karaj Water & Power Organization, (Government agency), 16 Farvardin Ave., Teheran.

391 Jewelry, Silverware, Plated Ware

SAUDI ARABIA—Men's jewelry such as cufflinks, shirt studs, key rings, yellow and white goldplated. Muhammad Nur Salah Jamjum and Bros., (importer, distributor, wholesaler, retailer), P.O. box 12, Jidda. WTD 7/28/63.

394 Toys, Amusement, Sporting Goods

AUSTRALIA—Hobby kits, balsawood or plastic with or without engines, for distribution as a wholesaler; small novelty lines of toys, not souvenirs. Mr. Charles C. Berzin, Starcraft & Co., (importer, wholesaler, distributor), 165 John St., P.O. box 7017, Lidcombe, N.S.W.

HONG KONG—Toys of new design; requests replies from manufacturers only; sole distributors in Hong Kong. Mason Trading Co., (importer, exporter), Rm. 407, China Bldg., Hong Kong. WTD 9/11/62.

INDONESIA—Sporting goods, such as fishing hooks, rods, reels; roller skates; volleyballs, basketballs; tennis rackets. Toko Radja, (exporter, importer, retailer), Djl. Gemblongan 24, Surabaya.

MOROCCO—Toys, sporting goods. Mr. A.A. Birch, (importer), 141, rue Mohamed Smitha, Casablanca. WTD 7/5/63.

NEW ZEALAND—Self-contained underwater breathing equipment, underwater diving equipment, masks, pumps, flippers. S. Gordon Anderson, Ltd., (importer, manufacturers' representative), 15 Mount St., or P.O. box 1949, Auckland, C.1.

SAUDI ARABIA—Entertainment games, such as scrabble, chess. Al-Salah International Stationery, (importer, retailer), P.O. box 635, Jidda. WTD 11/29/61.

395 Pens, Pencils, Office, Artists' Materials

MALAYA—Art material. Eusuff Bros., Ltd., (importer, retailer, wholesaler), 523 Jalan Tuanku Abdul Rahman, Kuala Lumpur. WTD 8/1/63.

399 Manufacturing Industries

■ **BOLIVIA**—Paper, bond ncr, newsprint, 2 tons; metal filing cabinets, four; typewriters, various sizes and descriptions, 22 each; motion picture screen, 72" x 96", projector, combination filmstrip and slides; blue/black ink, 20 lb.; MPM multigraph stencils, 11 x 17, 1,000 each. Invitation No. MOE-OHP-00013-63. PIO/C No. 511Q72AA-9-30208. Limited worldwide (901). Bid deadline September 16. Ministry of National Economy, 1492 Camacho Ave., La Paz. Detailed specifications, special instructions, conditions, bid forms may be obtained from the Embassy of Bolivia, 1145-19th St., NW., Washington D.C., Attn: Dr. Salcedo. SBC-342.

■ **INDIA**—Thermofax paper, 45 reams; binding and punching machines, 2 units; copying machines, various descriptions and autostat paper, 4 units; symbols, tamplets, or equal, 12 units; folder and inserter, 1 unit; photographic equipment, such as projectors, screens, cameras, film, picture rolls, copy maker, lens kit, exposure meter and Polaroid dippit, 28 items. Tender No. B-1128. PIO/C No. 386-Q-72-AA-9-30310. Limited worldwide (901). Bid deadline September 19. India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C., 20008, where specifications may be obtained. SBC-342.

LUXEMBOURG — Gift items, novelties; unique or recent design; small orders anticipated. Direct purchase and agency. Camille Jungblut S.a.r.l., (wholesale/retail outlet), 1 rue A. Fischer, Luxembourg. WTD 7/22/63.

NORWAY—Portable fire extinguishing equipment for hospitals, public buildings, industries, ships; requests replies from manufacturers only. A/S Halfdan Nagelgaard, (manufacturer's agent), P.O. box 2852, Bergen. WTD 8/28/62.

509 Wholesalers

MALAYA — Papers—old newspaper. Banley Agencies, (importer, wholesaler, commission/sales agent), 24 Popus Lane, Penang. WTD 8/7/63.

781 Motion Picture Production, Distribution

ITALY—Motion pictures, especially westerns, or represent U.S. producers in Italy; requests replies in French or Italian. Direct purchase and agency. Angelo Battistelli, Noleggio Film, (motion picture distributor), via Vicenza 5/A, Rome.

Full-length motion pictures; requests replies in French. I.N.D.I.E.F., S.p.A.—Internazionale Nembo Distribuzione Importazione Esportazione Film, (importer, exporter, distributor), via Lazio 9, Rome.

35 or 16 mm. full-length or short films, or to represent U.S. producers of these films. Direct purchase and agency. Metropolis Film, (motion picture producer, importer, distributor), via Sommacampagna 47, Rome.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, Preserving Foods

NETHERLANDS—Canned fruit juices, vegetables, fruits; canned soya-bean oil; requests replies from manufacturers only. Gilberto P. De Paula, (agency), P.O. box 184, Willemstad, Curacao. WTD 5/9/63.

SWEDEN—Maraschino cherries, other canned fruits; packaged, unshelled nuts, all types; requests replies from packers only. T. Winberg AB, (importing distributor, manufacturer's agent), Kungsportsavenyen 27, Goteborg. WTD 12/5/61.

204 Grain Mill Products

SPAIN—Animal feed. Exclusive agency. Promotora Comercial y Financiera, S.A., (agency), Calle Rios Rosas No. 11, Madrid 3. WTD 8/8/63.

209 Food Preparations

NEW ZEALAND—Iodized salt in 8 oz. and 1½ lb. consumer containers. Mr. Bruce Morris, Wellington Branch Mgr., Simms Jones, Ltd., (manufacturer, importer), 81 Abel Smith St., Wellington, C 2.

220 Textile Mill Products

UGANDA—Woolen fabrics, suitings; rayon and cotton mixtures, cotton fabrics, spun rayon fabrics, twills, suitings; men's hose, men's pullovers, coat sweaters; women's sweaters, pullover, cardigan types; low to medium price range; requests prices cif Mombasa in £ Sterling only to include agency commission. Exclusive agency. United Commercial Agencies, Ltd., (commission merchant, indent agent), P.O. box 2090, Kampala. WTD 7/30/63.

225 Knitwear

NETHERLANDS—Complete line of beachwear. Latin American Trading Co., (agency), 12 Majoorsweg, Suffisant, Curacao. WTD 5/9/63.

228 Yarn, Thread Mills, Products

SOUTH AFRICA—Industrial knitting yarns, blends of synthetics with wool or cotton, containing less than 50 percent acrilic fiber. Max Gonski & Sons, (Pty.), Ltd., (manufacturers' representative), 151 Commissioner St., Johannesburg. WTD 6/11/63.

229 Textile Goods

ISRAEL—Synthetic fiber tops; requests exclusive agency from manufacturers or suppliers. Eliezer Mandel, (manufacturer's agent), 9 Jaffa Tel Aviv Rd., P.O. box 3044, Tel Aviv.

230 Apparel

UGANDA—Women's underwear; women's separate skirts, blouses; men's dress, sports shirts; men's underwear; low to medium price lines; requests cif prices Mombasa in £ Sterling only including agency commission. Exclusive agency. United Commercial Agencies, Ltd., (commission merchant, indent agent), P.O. box 2090, Kampala. WTD 7/30/63.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

ITALY—Plywood materials for manufacturing furniture; requests replies from manufacturers only. Ditta Gaspare Provenza, (manufacturer's agent), via Gaspare Palermo 13, Palermo, Sicily.

ITALY—Wooden furniture manufacturing materials, including plywood; requests replies from manufacturers only. Ditta Gaspare Provenza, (manufacturer's agent), via Gaspare Palermo 13, Palermo, Sicily.

280 Chemicals

IRAN—Industrial chemicals, fertilizers; requests replies from manufacturers only. Rodya Co., (exporter, importer), 9 Serai Omid, Teheran. WTD 12/20/62.

281 Industrial Chemicals

BELGIUM—Heavy chemicals, organic acids, glycols; exclusive agency. Etablissements J. M. Lefebvre, (importer), 65 rue Mignot Delstanche, Brussels. WTD 2/19/63.

IRAQ—All kinds of equipment, supplies used in the oil industry. Petroleum and Mineral Industrial Co., (importer, wholesaler, retailer, agent), 21A-1-2 Sa'doun St., Alwiya, Baghdad. WTD 11/7/62.

NEW ZEALAND—Dairy chemicals for cleaning and sanitary purposes for New Zealand livestock industry; chlorinated chemicals included. Mr. E. A. Crothall, Managing Director, Crothall & Co., Ltd., (industrial cleaners, importer), 112 Wordsworth St., Christchurch, S 1. WTD 6/11/62.

Trichlorethylene, water weight stabilized, in new 55-gal. drums, 20 drums per shipment. Mr. F. A. Coker, General Dept., William H. Terry and Co., Ltd., (Manufacturers' agent, importer), 48-50 Ghuznee St., Wellington. WTD 6/11/62.

PAKISTAN—Fertilizers, agricultural insecticides, pesticides, ammonium sulphate, urea; requests replies from manufacturers only. Aziz-Ud-Din Manji and Co., (exporter, manufacturers' agent), 26 Lakshmi Bldg., Bunder Rd., Karachi. WTD 3/26/63.

282 Synthetic Materials

BELGIUM—Basic plastics such as polyethylene, polyurethane, additives for the plastic industry; exclusive agency. Etablissements J. M. Lefebvre, (importer), 65 rue Mignot Delstanche, Brussels. WTD 2/19/63.

Synthetic rubber as well as intermediates for this industry; exclusive agency. Etablissements J. M. Lefebvre, (importer), 65 rue Mignot Delstanche, Brussels. WTD 2/19/63.

FRANCE—Bulk reprocessed polyethylene. Berthet-Bondet S.A., (manufacturer), 30 rue Brillat-Savarin, Oyonnax (Ain). WTD 8/21/63.

SWITZERLAND—Plastic materials for the chemical, electrical, electronic industries; requests replies from manufacturers only. Exclusive agency. Otto Pfenninger AG, (importing distributor, selling agent), Dufourstrasse 56, Zurich. WTD 8/8/63.

283 Drugs

BELGIUM—Fine chemicals and intermediates for pharmaceutical industry; exclusive agency. Etablissements J. M. Lefebvre, (importer), 65 rue Mignot Delstanche, Brussels. WTD 2/19/63.

IRAQ—Drugs, pharmaceuticals of all descriptions; requests replies from manufacturers only. Fawzi Drug Stores, (importer, wholesaler, sales agent), Ras al Qarya, Rashid St., Baghdad. WTD 8/29/62.

MOROCCO—Sulphamides, terramycin, penicillin, streptomycin, chloramphenicol, codein; requests replies in French, from manufacturers only. Levy Jacques Pharmacie du Caducee, (importer, wholesaler, retailer), 337 Blvd. Mohammed V, Casablanca. WTD 9/17/62.

284 Soaps, Detergents, Cleaning Preparations, Perfumes, Cosmetics

NEW ZEALAND—Detergents suitable for New Zealand wool scouring and wool textile industry; detergents for domestic use; bulk shipments with local packaging if possible; requests replies from manufacturers only. Mr. Samuel Slyfield, Managing Director, Pennzoil, (New Zealand), Ltd., (importer), 21 Ferry Rd., Christchurch.

287 Agricultural Chemicals

IRAQ—Agricultural insecticides, fungicides; requests replies from manufacturers only. Sethian Engineering & Trading Co., W.L.L., (importer, wholesaler, retailer, agent, contractor), Sa'doun St., Baghdad. WTD 7/29/63.

289 Chemical Products

IRAQ—Concrete curing materials; requests replies from manufacturers only. Sethian Engineering & Trading Co., W.L.L., (importer, wholesaler, retailer, agent, contractor), Sa'doun St., Baghdad. WTD 7/29/63.

ITALY—Carpenter's glue; requests replies from manufacturers only. Ditta Gaspare Provenza, (manufacturer's agent), via Gaspare Palermo 13, Palermo, Sicily.

NETHERLANDS—Fireworks, commercial. M. P. Jacobina, (agency). 5-B Middenstraat, Willemstad, Suracao. WTD 4/30/63.

301 Tires, Tubes

SAUDI ARABIA—Tires, tubes. Ali Rashid Adausary, (importer, retailer, wholesaler, commission agent), P.O. box 29, Dammam. WTD 9/30/62.

307 Plastics Products

ITALY—Plastic laminates such as formica for manufacturing furniture; requests replies from manufacturers only. Ditta Gaspare Provenza, (manufacturer's agent), via Gaspare Palermo 13, Palermo, Sicily.

SWITZERLAND—Plastic products for the chemical, electrical, electronic industries; requests replies from manufacturers only. Exclusive agency. Otto Pfenninger AG, (importing distributor, selling agent), Dufourstrasse 56, Zurich. WTD 8/8/63.

314 Footwear

UGANDA—Men's, women's leather shoes, low to medium price range; requests cif prices Mombasa in £ Sterling only include agency commission. Exclusive agency. United Commercial Agencies, Ltd., (commission merchant, indent agent), P.O. box 2090, Kampala. WTD 7/30/63.

352 Farm Machinery

IRAQ—Planting, seeding, harvesting, fertilizing machinery. Aziz Sayad Issa, (building contractor, importer, sales agent), Shubber Bldg., Sa'doun St., Baghdad. WTD 8/8/63.

NEW ZEALAND—Attached or drawn agricultural equipment to be mounted or drawn behind agricultural wheel tractors by a three-point hitch. Mr. M. W. Beaven, Managing Director, Andrews and Beaven, Ltd., (importer, manufacturer), 203-205 Cashel St., Christchurch, C 1. WTD 10/27/61.

PAKISTAN—Agricultural machinery; requests replies from manufacturers only. Aziz-Ud-Din Manji and Co., (exporter, manufacturers' agent), 26 Lakshmi Bldg., Bunder Rd., Karachi. WTD 4/26/63.

353 Construction Machinery

INDONESIA—Fork-lifts; requests replies from manufacturers only. C. V. Timur Djaja, (importer, exporter, agriculture estate—plantation supplier), 129 Djl. Kaliasin, Surabaya. WTD 2/11/63.

Tractors; requests replies from manufacturers only. C. V. Timur Djaja, (importer, exporter, agriculture estate—plantation supplier), 129 Djl. Kaliasin, Surabaya. WTD 2/11/63.

PAKISTAN—Earthmoving and road making machinery such as tractors, bulldozers, dumpers, shovels, road rollers, concrete mixers, asphalt plants; requests replies from manufacturers only. Aziz-Ud-Din Manji and Co., (exporter, manufacturers' agent), 26 Lakshmi Bldg., Bunder Rd., Karachi. WTD 4/26/63.

PHILIPPINES—Fork lifts, tow motors, warehouse dollies, dock mules, truck tractors, vans, trailers, all cargo handling equipment. Don Marshall, President, Luzon Stevedoring Corp., P.O. box 582, Manila.

SPAIN—Public works machinery, equipment. Exclusive agency. Promotora Comercial y Financiera, S.A., (agency), Calle Rios Rosas No. 11, Madrid 3. WTD 8/8/63.

354 Metalworking Machinery

SOUTH AFRICA—Hobby wood, metal working machines. Arex Technical Agencies, (engineers' and manufacturers' agent), P.O. box 1505, Cape Town. WTD 5/29/62.

355 Special Industry Machinery

ISRAEL—Spinning, weaving machinery; requests replies from manufacturers only. Exclusive agency. Eliezer Mandel, (manufacturer's agent), 9 Jaffa Tel Aviv Rd., P.O. box 3044, Tel Aviv.

ITALY—Wooden furniture manufacturing equipment; requests replies from manufacturers only. Ditta Gaspare Provenza, (manufacturer's agent), via Gaspare Palermo 13, Palermo, Sicily.

356 General Industrial Machinery

NORWAY—Fire extinguishing sprinklers, other systems for hospitals, public buildings, industries, ships; requests replies from manufacturers only. A/S Halfdan Nagelgaard, (manufacturers' agent), P.O. box 2852, Bergen. WTD 8/28/62.

357 Office, Computing, Accounting Machines

GREECE—Office machines, equipment; requests replies from manufacturers only. Atomon P. Lois and Co., (sales agent), 4 Dragatsaniou St., Athens. WTD 8/20/63.

IRAN—Business machines, all types, particularly typewriters, calculating machines; new only. Exclusive agency. Mahnaz Co., Inc., (partnership), Maydan Mokhberod-Dowleh, (Saadi), Teheran. WTD 12/21/62.

IRAQ—Office equipment, including bookkeeping machines for banks, offices, typewriters,

cash registers; requests replies from manufacturers only. Ghalib Al Shabibi, (importer, wholesaler, retailer, agent), Bank St., Baghdad. WTD 8/15/62.

SWITZERLAND — Office machines. E. Schwander, Isabella, (importing distributor, commission agent), Idyllweg, Hergiswil am See, NW. WTD 7/31/63.

358 Service Industry Machines

IRAQ—Water softeners, industrial, commercial, household, consumers, services; requests replies from manufacturers only. Sethian Engineering & Trading Co., W.L.L., (importer, wholesaler, retailer, agent, contractor), Sa'doun St., Baghdad. WTD 7/29/63.

361 Electric Transmission, Distribution Equipment

GREECE—High tension electrical equipment; requests replies from manufacturers only. Atomon P. Lois & Co., (sales agent), 4 Dragatsaniou St., Athens. WTD 8/20/63.

362 Electrical Industrial Apparatus

INDONESIA—Electric generators; requests replies from manufacturers only. Exclusive agency. C.V. Timur Djaja, (importer, exporter, agriculture estate—plantation supplier), 129 Djl. Kaliasin, Surabaya. WTD 2/11/63.

363 Household Appliances

FRANCE — Electrical household appliances. Max Gabalde, (sales agent), 3 rue Emile-Verhaeren, Saint-Cloud (S.&O.).

ITALY—Household appliances: refrigerators, electric, gas kitchen stoves, vacuum cleaners; requests replies from manufacturers only. Ditta Gaspare Provenza, (manufacturer's agent), via Gaspare Palermo 13, Palermo, Sicily.

364 Electric Lighting, Wiring Equipment

FRANCE—Lighting devices. Max Gabalde, (sales agent), 3 rue Emile-Verhaeren, Saint-Cloud (S.&O.).

366 Communication Equipment

GREECE — Telecommunications equipment, security control systems for fire and burglary protection; requests replies from manufacturers only. Atomon P. Lois & Co., (sales agent), 4 Dragatsaniou St., Athens. WTD 8/20/63.

IRAQ—Broadcasting equipment. Aziz Sayed Issa, (building contractor, importer, sales agent), Shubber Bldg., Sa'doun St., Baghdad. WTD 8/8/63.

NORWAY—Fire detecting apparatus, particularly for hospitals, public buildings, industry, ships; requests replies from manufacturers only. A/S Halfdan Nagelgaard, (manufacturer's agent), P.O. box 2852, Bergen. WTD 8/28/63.

PAKISTAN—Radio transmitting equipment; requests replies from manufacturers only. Aziz-Ud-Din Manji and Co., (exporter, manufacturers' agent), 26 Lakshmi Bldg., Bunder Rd., Karachi. WTD 4/26/63.

374 Railroad Equipment

PAKISTAN—Railway equipment, such as axles, sheels, tyres, wagons, locomotives; requests replies from manufacturers only. Aziz-Ud-Din Manji and Co., (exporter, manufacturers' agent), 26 Lakshmi Bldg., Bunder Rd., Karachi. WTD 4/26/63.

381 Engineering, Laboratory, Scientific, Research Instruments

GREECE—Laboratory apparatus, scientific instruments; requests replies from manufacturers only. Atomon P. Lois & Co., (sales agent), 4 Dragatsaniou St., Athens. WTD 8/20/63.

IRAQ—Laboratory apparatus, scientific instruments. Aziz Sayed Issa, (contractor, importer, sales agent), Shubber Bldg., Sa'doun St., Baghdad. WTD 8/8/63.

384 Surgical, Medical, Dental Instruments

BELGIUM—Self-adhesive tape; requests replies from manufacturers only. Direct purchase and exclusive agency. Magosse Freres & Co., (manufacturer, importer), 21-23 rue Vandernoot, Brussels 2. WTD 8/20/63.

IRAQ—Medical, surgical equipment, supplies. Aziz Sayed Issa, (contractor, importer, sales agent), Shubber Bldg., Sa'doun St., Baghdad. WTD 8/8/63.

MOROCCO—Sterile gauze; requests replies in French from manufacturers only. Levy Jacques Pharmacie du Caducee, (importer, wholesaler, retailer), 337 Blvd., Mohammed V, Casablanca. WTD 9/17/62.

386 Photographic Equipment

GREECE—Duplicating, reproduction machines; requests replies from manufacturers only. Atomon P. Lois & Co., (sales agent), 4 Dragatsaniou St., Athens. WTD 8/20/63.

IRAN—Business machines, particularly photocopying machines, new only. Exclusive agency. Mahnaz Co., Inc., (partnership), Maydan Mokhberod-Dowleh, (Saadi), Teheran. WTD 12/21/62.

394 Toys, Amusement, Sporting Goods

IRAN—Sports goods: Volleyballs, basketballs, soccer, tennis balls, tennis, badminton rackets, skis; requests replies from manufacturers only. Hasso Co., Inc., (limited partnership), 210 Ave. Shah, Teheran.

NEW ZEALAND—Water ski equipment and/or water ski fittings; requests replies from manufacturers only. Mr. Samuel Slyfield, Managing Director, Pennzoil, (New Zealand), Ltd., (importer), 21 Ferry Rd., Christchurch.

509 Wholesalers

KENYA—Rejected hosiery, textiles. Hembro Agencies, (manufacturers' representative), P.O. box 2705, Nairobi. WTD 11/26/62.

UGANDA—Men's second hand clothing; women's second hand clothing; low to medium price range; requests prices cif Mombasa in Sterling only including agency commission. Exclusive agency. United Commercial Agencies, Ltd., (commission merchant, indent agent), P.O. box 2090, Kampala. WTD 7/30/63.

Leads for Importers

Commodities are offered direct unless specified.

071 Agricultural Services

NEPAL—Raw jute: export first, export lightening, outport tosha. Willing to agree to quality inspection at port of entry. National Trading, Ltd., Lal Durbar, Kathmandu.

201 Meat Products

INDONESIA—Hides, (goat, cattle, buffalo), up to 20 tons a month. Toko Radja, Djl. Gemblongan 24, Surabaya.

203 Canning, Preserving Foods

SWEDEN—Canned shrimp, oysters. Havsten Canning Co. AB, Goteborg.

VENEZUELA—Fresh and canned tropical fruits. Tropical Fruit, Avenida Las Palmas 62, Boleita, Caracas.

208 Beverages Industries

FRANCE—Cognac, other categories of French brandies of good quality, in 75-cl. bottles. Direct or agencies. C.O.V.A., (Compagnie Internationale des Vins & Alcools) (Cognac Briere), Saint-Brice, par Cognac, Charente. WTD 3/19/63.

209 Food Preparations

MALAYA—Malayan and Indonesian produce and spices such as cloves, nutmeg, cassia, patchouli. N. Kantilal & Co., 33-A Weld Quay, Penang. WTD 8/13/63.

NEPAL—Linseed with 2% to 3% admixture, 39.5% oil content, 9.2% moisture, 2.11 acid value, 2.97 nitrogen and 182 iodine value. Willing to agree to quality inspection at port of entry. National Trading, Ltd., Lal Durbar, Kathmandu.

242 Sawmills, Planing Mills

INDONESIA—Ebony logs from the Celebes, (Sulawesi), up to 6 m. in length and 80 cm. in width. Toko Radja. Djl. Gemblongan 24, Surabaya.

SWEDEN—Oak flooring (laminated, prefinished). AB Gustaf Kahr, Nybro.

Turned articles of wood for furniture and other interior woodworks. Tostarps Traforadlings AB, Tranemo.

262 Paper Mills, Products

SWEDEN—Paper (banknote, water color, drawing, Ingres, cover document, rag content bond). Tumba Paper Mill, Tumba.

266 Paper, Building Board Mills, Products

SWEDEN—Paper, wall board. AB Jan Liebig, Ltd., P.O. box 254, Goteborg. WTD 7/31/63.

311 Leather Tanning, Finishing

PAKISTAN—Manufacturer wishes to sell to U.S., direct or agent, tanned leather from cow and buffalo hide. H. Sheikh Mohd Hussain & Co., Ltd., Jamil Bldg., Sultanpura Rd., Hide Market, (P.O. box 443), Lahore. WTD 7/30/63.

323 Glass Products

SWEDEN—Glass products in crystal and colored glass. Reijmyre Glasbruk AB, Rejmyra.

325 Structural Clay Products

SWEDEN—Ceramic vitreous floor tiles. AB Hoverken, Bromolla.

326 Pottery

SWEDEN—Ceramic products. GalleriPrisma, P.O. box 240, Nykoping.

328 Cut Stone, Stone Products

SWEDEN—Marble in crude blocks. Nya Marmorbruks AB, Kolmarden.

343 Heating Apparatus, Plumbing Fixtures

SWEDEN—Kerosene radiators. Nickelfabriks AB Gottfrid Carlsson, Smedjegatan 34, Eskilstuna.

347 Coating, Engraving Services

GERMANY—Enamels for industrial purposes including direct, foundation and coating enamels for sheet metal and metal castings; colored powder and wet enamels; majolica enamels; luminous enamels; enamels for jewelry enamellings; glazings for ceramic industry. Dipl. Ing. W. Eckhoff, 48 Lindenstrasse, 497 Bad Oeynhausen. WTD 7/30/63.

349 Fabricated Metal Products

BURMA—Burmese and Shan lacquerware. U Yee & Co., Ltd., (Kengtung Stores), 177-180 East Wing, Bogyoke Market, Rangoon. For price list write to Commercial Intelligence Division, BIC, Rm. 1837, Department of Commerce, Washington, D.C. 20230.

351 Engines, Turbines

SWEDEN—Diesel engines. Skandiaverken, Lysekil.

Inboard motors for gasoline-kerosene in sizes from 2½ to 30 hp. Broderna Skoogs, Motorfabrik AB, Borlange.

352 Farm Machinery

FRANCE—Agricultural sprayers for scattering of liquid fertilizers. Etablissements F. Berthoud, 48 rue Victor Hugo, Belleville-sur-Saone (Rhone). WTD 7/26/63.

354 Metalworking Machinery

SWEDEN—Pneumatic die grinders. G. Flink Maskinfabrik, Amal.

Presses: eccentric and friction screw. Ronnqvist & Soner AB, Box 112, Vingaker.

Pipe bending machines, eccentric presses, cutting machines for pipes and pipe parts. Svenska Maskinaffaren AB, Fack 68, Varnamo.

356 General Industrial Machinery

SWEDEN—Chains: precision roller to U.S. and European standards; bicycle for agricultural machinery; excavator to API standard; Galle; Fleyer; conveyor and special for most requirements. Eskilstuna Fabriks AB, Kungsgatan 41, Eskilstuna.

Reduction gears. Skandiaverken, Lysekil.

357 Office, Computing, Accounting Machines

SWEDEN—Adding, calculating machines. AB Dixma, Malmo 3.

358 Service Industry Machines

SWEDEN—High pressure grease guns, accessories. Helmer Sjokvist KB, Rademachergatan 62, Eskilstuna.

371 Motor Vehicles, Motor Vehicle Equipment

SWEDEN—Oil seals, fan belts, gaskets, radiator hose, batteries, electric cables, bolts, nuts, brass fittings, hose and muffler clamps, windshields, safety belts. Saba Scandinavian Automobile Accessories, Nicoloviusgatan 6, Malmo.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

FRANCE—Gas densimeters. Francel, 34 rue de la Victoire, Paris 9e. WTD 5/21/63.

383 Optical Instruments, Lenses

GERMANY—Prismatic field glasses. Optisches Werk Franz Gaertner Kg., Postfach 274, 18 Goerresstrasse, 4 Duesseldorf-Benrath. WTD 8/9/63.

386 Photographic Equipment

SWEDEN—Microfilm, microfilm readers; microeditions of scientific literature; reprints of scientific literature. International Documentation Centre AB, Hagelby Gard, Tumba.

391 Jewelry, Silverware, Plated Ware

NIGERIA—Gold jewelry including, necklaces, earrings, pendants, pins. Sokenu Jewelry Manufacturer, 10 Adeniran Ogunsanya St., Surulere, Lagos.

394 Toys, Amusements, Sporting Goods

SWEDEN—Spinning rods, reels; fishing lures, bows, arrows. Ryds Industri AB, Ryd.

396 Costume Jewelry, Costume Novelties, Buttons, Notions

JAPAN—Artificial flowers made with plastic, paper, cotton. Onishi Artificial Flowers Corp., 16 Hashizume-cho, Uchihonmachi, Higashi Ku, Osaka.

599 Retail Stores

MEXICO—Modern floor and table electric lamps and lamp shades; also wall hanging ornamental plaques. Brite-Lite de Mexico, S.A., Matamoros No. 608 Oriente, Interior, Monterrey, Nuevo Leon. WTD 8/13/63.

Italian market offers oil export opportunity

The firm Emulbit, S.P.A. of Rome, Italy, wishes to establish business relations with a U.S. oil company or group not already in the Italian market.

Its interest is in importing direct, fuel oil for heating, lubricants in general, and bitumen derivatives under a purchase or agency arrangement leading perhaps later, to a joint venture between Emulbit and the U.S. supplier for systematic marketing in Italy.

The firm believes it can sell 40,000 mt. per yr. of the mentioned products at the start, and eventually 100,000 tons per yr.

Emulbit is a medium-sized but growing firm that has expanded steadily since its establishment in 1953 both in manufacturing facilities and in the range of products handled. It has two manufacturing and four storage plants in various parts of Italy, with a third manufacturing plant under construction. They import and manufacture, process, and distribute bituminous base emulsions paint, insecticides, waterproofing cement.

The company is one of Count Miani of the Milan group of industrial enterprises. Mr. Giorgio Cuccagna is its Executive Director. Any further inquiries should be directed to Mr. Giorgio Cuccagna, Executive Director, Emulbit, S.P.A., 295 via della Magliana, Rome, Italy.

Burma asks bids on sanitary stores

The Director of Procurement, Revolutionary Government of the Office of the Director of Procurement, Defense Dept., Rangoon, Burma, Union of Burma invites bids for the supply of the following sanitary stores:

Basins, lavatory, dental in vc, 12″ x 12″ x 19″ complete with fittings—five; cistern, flushing CI automatic, 2 gal. 200; shelves, glass, c.p. bracket and guardrail, 20″ x 5″—50; towel racks, c.p., two adjustable arms—50; towel racks, c.p., three adjustable arms—20; mirrors, bevelled edge 24″ x 18″—100.

Channels, white glazed fireclay, s and s half round 4″ x 24″ and 6″ x 24″—50 each; channels, white glazed fireclay, s and s half round, stop ends 4″ x 24″ and 6″ x 24″—50 each; c.p. waste fitting, waste plug and chain with stay, 1½″ dia.—100; lead connections ½ and ¾ with brass union 1′6″—1,500.

Closing date for tenders is September 25. Method of payment is not stated. Correspondence in English is preferred.

Magnetic recording tapes desired by Sudan

The Ministry of Communications, Dept. of Posts and Telegraphs, Khartoum, Sudan has called for tenders for the supply of the following quantities and lengths of ¼ in., 1.5 mil, polyvinylchloride magnetic recording tapes:

1200 each 600 ft. reels, 800 reels (all on plastic reels), and 1300 each 2400 ft. reels on metal reels. The closing date for tender No. P&T/Stores/15-6-3 (Contract 153) is October 5.

Specifications and conditions are availablbe on loan to firms located in the U.S. from the Electronics Division, BDSA (308) Rm. 4119, Department of Commerce, Washington, D.C., 20230. (Telephone: 967-4036).

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—H.J. Snitch, Manager and local Director of Belling & Lee, (Australia), Pty., Ltd., Canterbury Rd., Kileyth, Victoria, interested in negotiating agencies or manufacturing agreements covering **electronic components and communication antennae.** September 15 via New York for two weeks. c/o Qantas Empire Airways, 542 5th-Ave., New York 36, N.Y. Itinerary: New York, Chicago, Los Angeles, San Francisco.

CHILE—Jurgen S. Meibergen, representing Galvanometal, Ltda., Santiago, Rosas 2801, Casilla 5563, interested in **mechanical workshops, auxiliary services to manufacturing plants.** September 10 via Miami for five weeks. c/o Department of Commerce Field Office, 408 Ainsley Bldg., 14 N.E. First Ave., Miami, Fla. Itinerary: Washington, New York, Chicago, San Francisco, Los Angeles, New Orleans, Miami.

CHILE—Gonzalo Perez Concha, representing Pinturas Tajamar, Ltda., Transversal 5490, Los Cerrillos, Santiago, interested in **paint factories and raw materials for same.** Licenses for special related products. September 10 via Miami for one month. c/o CIOS—Int. Management Congress, 247 Park Ave., New York, N.Y. Itinerary: New York, Cleveland, Washington, Miami.

DENMARK—Peter Broste, representing Scandibutor A/S, Overgaden oven Vandet 10, Copenhagen K, interested in **agencies for raw materials, remedies, semi-manufactured articles for the plastic, color and lacquer, textile, paper and building industries, all kinds of building materials.** September 1 via New York for six months to one year. c/o The Chesapeake Corp., West Point, Va. Itinerary: New York.

DENMARK—Members of the European Surgical Trade Assn. plan to visit the U.S. to investigate **possibilities** for U.S. medical equipment in Europe; **what European importers expect from suppliers and the set-up of a typical European distributor** in September. Itinerary: Atlantic City.

GERMANY—Kurt Hesse and Gerhard Siggelkow, representing Staff & Schwarz GmbH., 35-39 Leopoldstrasse, 492 Lemgo/Lippe, interested in exports of **lighting fixtures and in cross-licensing arrangements.** September 15 via Chicago for 4 to 6 weeks. c/o Hanseatic Furniture Co., 161 W. Huron St., Chicago 10, Ill. Itinerary: Chicago, Los Angeles, Miami, New York.

HONG KONG—John R. Henderson, Deputy Manager, Hong Kong & Kowloon Wharf & Godown Co., Ltd., interested in seeing different types of **terminal equipment, escalators, elevators, lighting systems, office equipment and furniture,** and also requesting information on cargo handling, passenger service and real estate. September 16 via New York for one month. c/o Berkshire Hotel, New York, N.Y. (September 16-23); Mark Hopkins Hotel, San Francisco, Calif. Itinerary: New York, Chicago, Long Beach, Los Angeles, San Pedro, San Francisco.

INDIA—Balram K. Mahendra, representing Mecanico Industrial Engineer, 15 Okhla Industrial Estate, New Delhi 20, interested in **metal windows, chemical, mineral, industries processing equipment** also requesting technical information on the manufacture of above mentioned products. September 1 via New York for six months. c/o Mr. E. K. Edwards, Pfaudler-Permutit, Inc., E-49 Midland Ave., Paramus, N.J. Itinerary: New York, Washington, Chicago, Detroit, Miami.

INDIA—Hari Shankar Singhania (Director), J. K. Steel, Ltd., 7 Council House St., Calcutta 1, interested in purchasing **machinery for the manufacture of seamless pipes, cold rolled strips and steel wire ropes** also requesting information for the manufacture of seamless pipes, cold rolled strips, steel wire ropes and overhead cranes. Second week of September via New York for one month. c/o Department of Commerce Field Office, 61st Fl., Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York, Philadelphia, Cudahy, Minneapolis, Pittsburgh, Lincoln, Perrysburg, Los Angeles.

ISRAEL—Dr. Eng. Alexander Winterberg, 18 David Markus St., Haifa, interested in making contacts with government and private industry officials who would be interested in a **new process for preserving fruits, vegetables and meat.** Between the 22nd and 25th of September via New York for 6 to 8 weeks. c/o Pliopad Corp., 254 St. Nicholas Ave., New York 27, N.Y. Itinerary: New York.

NEW ZEALAND—Mr. Alexander Gordon Davidson, Secretary of the New Zealand Waterfront Industry Commission, interested in **possible utilization in New Zealand of computer information** and methods in the conduct of port operations. September 6 via Los Angeles for one month. c/o Department of Commerce Field Office, Rm. 450, Western Pacific Bldg., 1031 South Broadway, Los Angeles, Calif. Itinerary: Los Angeles, Detroit, New York, Chicago, San Francisco.

SIERRA LEONE—M.H. Hashim, representing Dunia Stores, 13 Oxford St., P.O. box 467, Freetown, interested in **importing radios and televisions, cotton piece goods, men's haberdashery, bottled gas.** September 20 via New York for three weeks. c/o Department of Commerce Field Office, 61st Fl., Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York, Chicago.

TAIWAN—Mr. Tien-seng Lee, representing Dah Yung Steel Mfg. Co., Ltd., 2, Koo-Shan 3rd Rd., Kaohsiung, interested in **visiting steel mills and contacting suppliers of steel scraps** in the U.S. also requesting technical information on steel making furnace control and structural steel making development in the U.S. Middle of September via Hawaii for two months. c/o Chinese Consulate General in Seattle, San Francisco, Chicago or New York. Itinerary: Honolulu, Seattle, San Francisco, Los Angeles, Dallas, Chicago, Washington, New York.

TANGANYIKA—James W. Ritchie. M.C., Smith MacKenzie & Co., Ltd., P.O. box 9110, Dar es Salaam, interested in establishing agencies for the **importation and stocking of tinned foodstuffs, building materials, piecegoods, consumer goods suitable for the East African market; interested in building materials for AID projects.** September 15 via New York for ten days. c/o Trade Development Dept., Farrell Lines, Inc., New York, N.Y. Itinerary: New York, Chicago.

NATO requests tenders for project in Italy

A radio-electric project in Italy, estimated cost not stated, has been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The project calls for supply and installation of radio-electric facilities at Maritime airbases of Sigonella, Birgi, Capodichinp and Decimomannu. Work is to be completed within 120 days from signing of contract. Bid deadline is October 31; and bids will be opened about December 31.

U.S. firms interested in bidding should submit applications on a prescribed form before October 31 to Ministero Difesa-Aeronautica, Ispettorato Telecomunicazioni ed A.V., Ufficio NATO-UEO, Viale Castro Pretorio, Rome, Italy, referring to project reference No. 9987.

The prescribed forms are available to eligible U.S. firms from Commodity Export Promotion Staff, BDSA 111, Rm. 4203, Department of Commerce, Washington, D.C., 20230.

Firms not already certified as eligible to participate in NATO bidding should send a resume of their qualifications to the Commodity Export Promotion Staff as described in a brochure on NATO international competitive bidding program available from the Staff Office.

Thailand plans erection of dam, power plant

The National Energy Authority announces a bid invitation for the construction of the Nam Pung Dam, power plant and appurtenant structures.

This project will include civil engineering; the construction of a rockfill dam, spillway, intake, pressure tunnel, powerhouse, tailrace, outdoor switchyard; and the installation and erection of turbines, generators, transformers, gates, valves, bridge, penstock, switches.

The bid deadline is October 8. A deposit of $225,000 is required. Bid specifications are available from the Government of Thailand National Energy Authority, Bangkok, Thailand, for $450. Bids will be accepted only from companies that have purchased specifications.

Iran will purchase mounted power sprayers

The Industrial Corp. of Iran has invited tenders on 150 units of frame-mounted power sprayers with 2 carrying handles.

The closing date for submission of bids is September 22.

A copy of the specifications, in English, and a copy of the general conditions, in Persian, may be obtained by firms located in the U.S. from the ACME Division, BDSA, Department of Commerce, Washington, D.C., 20230.

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Calendar *for international traders*

September

10—Businessmen's Consultations with members of the U.S. Trade Mission to France. 9:30 a.m., Home Service Auditorium, Peoples' Gas Light & Coke Co., 130 South Michigan St., **Chicago, Ill.** Sponsor: Dept. of Commerce's Chicago Field Office.

10—Export Expansion Conference, **San Antonio, Texas.** Sponsor: Regional Export Expansion Council.

10—Terminal Conference of the U.S. Trade Mission to Belgium. **Minneapolis, Minn.** Sponsor: U.S. Dept. of Commerce's Minneapolis Field Office.

10—Terminal Conference of the U.S. Trade Mission to Norway and Denmark, 9 a.m., Oval Room, Sheraton-Plaza Hotel, **Boston, Mass.** Sponsors: U.S. Department of Commerce's Boston Field Office and several New England international trade and industry associations.

11—Minnesota World Trade Assn. Dinner Meeting. Radisson Hotel, **Minneapolis, Minn.**

11—Businessmen's Consultations with members of the U.S. Trade Missions to Belgium, Denmark, Netherlands and Norway. Cherry Plaza Hotel, **Orlando, Fla.** Sponsor: Dept. of Commerce's Jacksonville Field Office.

12—Businessmen's Consultations with members of the U.S. Trade Missions to France and the Netherlands. Tampa Terrace Hotel, **Tampa, Fla.** Sponsor: Dept. of Commerce's Jacksonville Field Office.

12—Businessmen's Consultations and Luncheon with the full membership of of the U.S. Trade Mission to Sweden at the Biltmore Hotel, **New York, N.Y.** Sponsors: Swedish Chamber of Commerce of the U.S. and the U.S. Dept. of Commerce's New York Field Office.

12—Regular Luncheon Meeting, International Trade Club of Chicago. LaSalle Hotel, **Chicago, Ill.**

12—Businessmen's Consultations with members of the U.S. Trade Mission to Belgium. **Pittsburgh, Pa.** Sponsored by the Dept. of Commerce's Pittsburgh Field Office.

12—Pittsburgh World Trade Council Luncheon. Penn-Sheraton Hotel, **Pittsburgh, Pa.** Members of the U.S. Trade Mission to Belgium will address the luncheon.

12—Monthly dinner meeting of International Trade Association of New England, Inc., Tiffany's, **Boston, Mass.**

12—Luncheon Meeting of the International Trade Club. LaSalle Hotel, **Chicago, Ill.** Panel discussion on the immediate foreign trade outlook for U.S. firms.

13—Afternoon business and dinner meeting of Maine Foreign Trade Council, Poland Spring Inn, **Poland Spring, Maine.**

13—Businessmen's Consultations with members of the U.S. Trade Missions to France, Sweden, Netherlands, and Denmark/Norway. Personal consultations 3rd floor, International House. Luncheon meeting: Export Managers' Club, Monteleone Hotel, **New Orleans, La.** Sponsors: U.S. Dept. of Commerce's New Orleans Field Office and Export Managers' Club of New Orleans.

13—Export Conference for Apparel Manufacturers. **Greenville, S.C.** Sponsors: Greater Greenville Chamber of Commerce, U.S. Dept. of Commerce's Charleston Field Office.

14-22—Eastern States Exposition and International Fair, **West Springfield, Mass.**

15-19—American Mining Congress and Convention, Biltmore Hotel. **Los Angeles, Calif.** Commerce Speaker (Sept. 16): Dr. Jack N. Behrman, Asst. Secretary of Commerce for Domestic and International Business.

16-20—International Management Congress, **New York, N.Y.** Sponsor: Council for International Progress in Management.

17—International Affairs Assn. Univ. of Pennsylvania, **Philadelphia, Pa.**

17—Annual Meeting of the Philadelphia Foreign Traders Assn. Sheraton Hotel, **Philadelphia, Pa.**

17—Workshop on International Law and Contracts, **Kansas City, Mo.** Sponsors: Kansas City International Trade Club and the Dept. of Commerce's Kansas City Field Office.

17—Monthly dinner meeting of Providence World Trade Club, Sheraton-Biltmore Hotel, **Providence, R.I.**

17—Memphis World Trade Club, Hotel Claridge, **Memphis, Tenn.** Featured speaker: Mr. Edward Cook, REEC member and President, Cook Cotton Company.

18—International Trade Conference. Lincoln Hotel, **Sterling, Ill.** Sponsor: Industrial Council of the Sterling Chamber of Commerce.

18—Businessmen's Consultations with members of the U.S. Trade Missions to Belgium, France and Sweden. **Tulsa, Okla.** Sponsor: Tulsa Chamber of Commerce and the Dept. of Commerce's Dallas Field Office.

19—International Trade Conference, **Abilene, Tex.** Sponsors: Abilene Chamber of Commerce and the Dept. of Commerce's Dallas Field Office.

19—Special Meeting of the World Trade Club of Detroit to visit and observe loading of a foreign vessel at Port of **Detroit, Mich.**

19-30—Houston International Trade and Travel Fair, Sam Houston Coliseum, **Houston, Tex.**

23—Mid-America Regional Export Expansion Conference, Travelodge Motor Hotel, **Marion, Ill.** Sponsors: St. Louis Regional Export Expansion Council and Southern Illinois Incorporated.

23—Metal Cookware Manufacturers Assn. Meeting. Lake Lawn Lodge, **Delavan, Wisconsin.** Commerce Speaker: Eugene M. Braderman, Director of the Bureau of International Commerce.

23—Advanced Foreign Trade Educational Workshop (first of 7 weekly meetings), World Trade Center in New England, Inc., **Boston, Mass.** Sponsors: International Trade Assn. of New England, Greater Boston Chamber of Commerce; Boston Regional Export Expansion Council; World Trade Center in New England.

23-26—American Society of Association Executives Annual Convention, Adolphus Hotel, **Dallas, Tex.**

24—Export Counseling Conference, **Pittsburgh, Pa.** Sponsors: Pittsburgh Chamber of Commerce, Pittsburgh World Trade Council and the Pittsburgh Regional Export Expansion Council.

25—Businessmen's Consultations and Luncheon with the full membership of the Trade Mission to France at the Essex House, **New York, N.Y.** Sponsors: French Chamber of Commerce of the U.S. and the U.S. Dept. of Commerce's New York Field Office.

25—Practical Course in Overseas Selling (first of 6 weekly meetings), University of Maine, **Portland, Maine.** Sponsors: Maine Foreign Trade Council, University of Maine and U.S. Dept. of Commerce's Boston Field Office.

26—World Trade Club of St. Louis annual "Port of New York Night" dinner meeting, Schneithorst Restaurant, **St. Louis, Mo.**

26-27—Businessmen's Consultations with Frank S. Wile, Netherlands Commercial Officer. 226 West Jackson Blvd., **Chicago, Ill.** Sponsor: U. S. Dept. of Commerce's Chicago Field Office.

27—Mid-South Exporters' Roundtable, **Memphis, Tenn.** Featured Speaker: Mr. Fred Lehn, General Manager, International Executives Association of New York.

29-October 3—Tenth Institute on Foreign Trade, **Champaign, Ill.** Sponsors: Illinois Manufacturers' Assn. and the University of Illinois.

October

1-4—Packaging Machinery Show. Convention Hall, **Atlantic City, N.J.** Sponsor: Packaging Machinery Manufacturers Institute.

2—Terminal Conference of the U.S. Trade Mission to Denmark and Norway. **San Francisco, Cal.** Sponsor: U.S. Dept. of Commerce's San Francisco Field Office.

3—Foreign Trade Seminar, Foreign Trade Assn. of the Lehigh Valley. **Easton, Pa.**

3—Businessmen's Consultations with members of the U.S. Trade Mission to Denmark, Norway and Sweden. Board Room, Seattle Chamber of Commerce, 215 Columbia Street, **Seattle, Wash.** Sponsor: U.S. Dept. of Commerce's Seattle Field Office.

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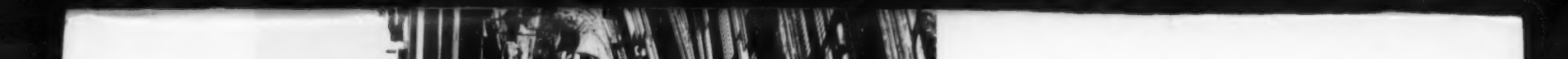
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